

U.S. Immigration Reforms Threatened by Torrent of Fake IDs

Trafficking in Counterfeit Papers for Illegal Aliens Is So Vast That Proposed Legislation May Be Unworkable

By Wayne King
New York Times Service

HOUSTON — An enormous traffic in fraudulent documents among illegal aliens in the United States threatens to defeat the intention of major legislation now pending in Congress to change the immigration system, according to officials in the border state of Texas and in Washington, D.C.

According to testimony before a Senate hearing by a convicted counterfeiter of such documents, as many as five million bogus credentials allowing illegal immigrants to get work, attend school and receive various benefits may be in circulation. These include fraudulent Social Security cards, birth certificates, driver's licenses and passports.

In a report issued in May, the Senate permanent subcommittee on investigations estimated that "the economic impact of false identification fraud on government and commerce" may exceed \$24 billion annually.

In Texas, which shares 1,250 of the 1,952 miles of border (2,000 of 3,123 kilometers) between the United States and Mexico, a study commission concluded in an interim report on immigration policy in June that the pending Immigration Reform and Control Act of 1983 cannot work as long as document abuse is so widespread.

Supporters of the legislation have expressed concern about potential enforcement problems as well, so the Senate-approved version of the bill calls for a

"secure verification system" if present methods prove inadequate after three years, which could include the reissuing of all Social Security cards or the mandatory use of a "worker verification card" for job-seekers has caused concern among civil liberties groups.

The legislation, known as the Simpson-Mazzoli bill, after its authors, Senator Alan K. Simpson, a Republican from Wyoming, and Representative Romano L. Mazzoli, a Democrat of Kentucky, has been hailed as a means of halting the flow of millions of undocumented workers pouring into the United States and as a solution to the problem of what to do with the millions of others already there.

The two key provisions of the bill would institute sanctions against employers who hire undocumented workers and would grant legal resident status, either temporary or permanent, to illegal aliens who have been in the United States for a certain period of time.

This amnesty would apply to those who have lived in the United States for either one or two years, depending on the version of the bill, and who have thus presumably established family, community and economic ties there.

However, officials in Texas, California and other border states, as well as congressional aides, say that neither of the two key provisions will work in the midst of wholesale document fraud.

The report of the Texas panel, for example, observed that extensive testimony and data from both the national and state level "established the fact that

there is extensive counterfeiting, trafficking and unauthorized use of personal identification documents in order to secure employment and to receive certain public services."

The report warns that such widespread abuse "raises serious questions as to the effectiveness of any employment sanctions that rely upon the presentation of such documents to prove eligibility for employment."

The same is true of amnesty provisions in the Simpson-Mazzoli bill, in the view of the chairman of the Governor's Task Force on Immigration, Charles C. Foster.

"The immigration people told me in a briefing," Mr. Foster said, "that there are six million people out there who could apply for legal status. They think that of the six million potential, only 2.5 million will take advantage of it."

"I say if there are six million who could and should apply, then 7.5 million will actually apply, because for every one who can apply legally, there are others who will illegally. They are going to come out of the woodwork."

He conceded that the bill would have some effect, but added: "Anyone who wants to violate that law, there is a wide open loophole, because you can go out and get United States birth certificates, and the truth of that is that the birth certificate is the key to the whole thing. With that you can walk in and get a passport, a Social Security card, and you're as good as a citizen."

Mr. Foster noted as an example of apparent birth certificate fraud the fact that the state of Texas had recorded 105 instances of more than five requests for the same birth certificates.

From 1970 through 1977, Immigration and Naturalization Service officials arrested 29 persons in four states, all holding copies of the same valid birth certificate identifying all 29 as the same U.S. citizen, Lupe Torres.

The Social Security card also is easily forged or altered.

Already, the Social Security Administration is planning to replace its card with what it describes as a "tamper resistant" card.

Another possibility that has been suggested is the issuance of an entirely new document, a "worker verification card," that could be presented to an employer to establish that the prospective employee is in this country legally and entitled to work.

This prospect has caused particular concern to civil liberties groups, including the American Civil Liberties Union.

According to an ACLU newsletter, the bill could lead to development of a data bank or national system of identification cards within three years of passage.

The newsletter also asserted that the requirements could lead to discrimination against Hispanic people who are in the United States legally by encouraging employers to "play it safe by hiring only those who are obviously citizens" and avoiding those who are "foreign-looking."

WORLD BRIEFS

Hernu Says Fighting Is Over in Chad

PARIS (Reuters) — Defense Minister Charles Hernu, saying that hostilities have ceased in Chad, has stressed that priority be given to negotiations.

Fighting has stopped in Chad since the French contingent arrived. A peaceful situation is prevailing. Diplomacy must have the edge now," Mr. Hernu said in a television interview Saturday.

France has sent 2,500 troops and combat aircraft to Chad and has set up a defensive line, but Chad wants the French troops to join an offensive to recapture the north. The government of President Hissène Habré has criticized French troops for avoiding clashes with Libyan forces supporting rebels, led by former President Goukouni Oueddei.

Chad's information minister, Mahamat Soumaila, warned last week of an imminent attack by rebels and Libyan forces, but he conceded Saturday that no assault had taken place. Mr. Soumaila has said that the rebels were under orders to attack a government outpost about 375 miles (600 kilometers) north of Ndjamena, the Chadian capital.

Argentina Lifts Ban on Isabel Peron

BUENOS AIRES (Reuters) — Argentina's military government has lifted a ban that prohibited former President Isabel Peron from holding public office, but Peronist leaders said the move had come too late.

The ban was automatically imposed in 1981 when a court sentenced Mrs. Peron to eight years in prison for embezzling public funds during her time as president between 1974 and 1976. Peronist leaders have always said that she was innocent, claiming she was imprisoned for political reasons after she was deposed in a military coup.

The former president had been expected to return from exile in Spain for the Peronist national congress last week, and party leaders accused the government of waiting until Friday night, after the congress ended, to lift the ban.

Riot Police, Socialists Clash in France

DREUX, France (UPI) — Riot police clashed with thousands of Socialist demonstrators Sunday when an opposition alliance won city hall elections considered a test for France's Socialist-led government and its immigration policies.

Two policemen and four demonstrators were hospitalized when more than 3,000 voters hurled stones at election postings that showed a victory for a conservative candidate allied with an extreme rightist party campaigning to oust immigrants.

The conservative alliance was elected to head the industrial town 50 miles (80 kilometers) southwest of Paris with 55.44 percent of the vote, compared with 44.56 for the Socialists.

Power System on Satellite Repaired

DEARBORN, Michigan (AP) — The solar power gear of India's new weather and communications satellite, jammed for nearly a week, opened up Saturday after frozen hinges were warmed by the sun.

The solar array was fully deployed after controllers turned Insat-1B so the hinges faced the sun, said William Sheehan, spokesman for the Ford Motor Co. The company's subsidiary, Ford Aerospace & Communications Corp., built the satellite, which was launched into space by the U.S. space shuttle Challenger.

Insat-1B ran into trouble last Sunday when its solar array, five panels of light-absorbing cells designed to power the unmanned craft during its seven-year lifespan, failed to open fully, said the mission director, J.P. Singh of the Indian Space Research Organization in Bangalore, India.

Guatemalan Leader's Sister Seized

GUATEMALA CITY (UPI) — Four men abducted the sister of the Guatemalan chief of state, General Oscar Mejia Victores, in the second kidnapping of a sister of the head of government in three months, the army said Sunday.

Celeste Aida Mejia de Velasco, 54, was seized Saturday when she left the hospital where she works as a volunteer. No group immediately claimed responsibility for the kidnapping. The army said that General Mejia Victores would not negotiate for her release.

The general took power in an Aug. 8 military coup that deposed President Efraim Rios Montt. General Rios Montt's sister, Marta Elena Rios Montt de Rivas, 37, was kidnapped on June 29 by the Rebel Armed Forces, or FAR, a leftist guerrilla group that has demanded that a political manifesto be published in Central American and Guatemalan newspapers before she is released. The manifesto has not been published, and there has been no word of Mrs. Rivas.

3 Russians Are Expelled by Ireland

DUBLIN (Reuters) — The Irish government has expelled two Soviet diplomats and the wife of one of them, saying they were guilty of "unacceptable" activities, a term that is usually a diplomatic euphemism for spying.

Irish officials said the move was in no way related to the destruction Sept. 1 of a South Korean airliner by Soviet aircraft. But the Soviet Union's charge d'affaires here, Mikhail Sobolev, said Sunday that the expulsions were linked to the airliner incident, in which 269 people died.

"I believe what has happened is connected with the hullabaloo over the Korean jet, if not directly connected," he said. Mr. Sobolev also said he regarded press reports suggesting the three were part of a spy ring as slander.

Closing of U.S. Greek Bases Pledged

SALONICA, Greece (AP) — Prime Minister Andreas Papandreu said Sunday that U.S. military installations in Greece will definitely be closed after an agreement signed last week expires in 1988. He also accused the conservative opposition of "serving American interests and undermining our nation" by asserting that it was an agreement for an indefinite period.

The accord, which covers the continued operation of four bases, will go into effect by December 31, 1983, and will expire by December 31, 1988. Speaking to journalists in this northern Greek city after the opening of an International Trade Fair, Mr. Papandreu said "The political will exists to terminate the presence of the bases in Greece after five years."

His Socialist government's term in office runs out in 1985, three years before the agreement is due to expire. The agreement says that "it is terminable after five years upon written notice by either party to be given five months in advance."

Iranians, Palestinians, Syria Said to Fight Lebanese Army

(Continued from Page 1)

three days earlier without foreign aid, chiefly from Syria.

The state-run Beirut Radio reported continued fighting in many other areas as well as Souq el Gharb. It said Lebanese Army positions had come under heavy artillery and small arms fire at Khaleel, on the coast road south of the capital.

Military observers said it appeared that the Druze and their allies, after several successes over their Christian rivals, were trying to break through army lines to reach the sea and cut off Beirut from the south.

The Progressive Socialist Party said Druze fighters would allow a Red Cross convoy into a besieged Christian mountain village to aid 25,000 refugees seeking shelter there from the fighting.

The party's leader, Walid Jumblatt, in self-imposed exile in Damascus, ordered the convoy, blocked for three days, to be allowed into Deir el Qamar, an official said.

The Phalangist radio said 30 Christians had been murdered by "socialists" in the mountain village of Ras el Metn. This followed reports in the official media of at least 70 Christians being massacred in the village of al-Birch.

The Progressive Socialist Party denies that its men have carried out massacres but says Christian mili-

tians have slaughtered hundreds of Druze.

Mr. Jumblatt on Sunday called for the withdrawal of U.S. marines from Lebanon and called out his conditions for a settlement. The Associated Press reported from Washington.

"There must be a new government," he said, specifying "a new president and a new prime minister."

Abdullah Buhabib, Lebanon's ambassador to the United States, interviewed separately on the same show said Syria and the PLO were in effect occupying Lebanon because the General government had already asked both sides to withdraw from Lebanon but neither had complied.

Mr. Jumblatt asked why his militia men opened fire on the marines and whether they would fight the U.S. peacekeeping troops if it came to that, said that when his forces are attacked there is no way of knowing "whether it is the Lebanese Army doing it or someone else."

He added: "I have to defend myself."

"Let the U.S. marines go back to the U.S. fleet," he said. "The Lebanese Army and the marines are not helping any people in Lebanon."

Mr. Jumblatt also categorically denied allegations that there were PLO units fighting alongside his militia men against the Christian Phalangists.

Specialists Cite Satellite Capabilities, Scoff at Contention 747 Was Spying

By Drew Middleton
New York Times Service

NEW YORK — Soviet contentions that the Boeing 747 shot down by a Soviet fighter Sept. 1 was an espionage plane are scoffed at by U.S. and NATO specialists and others who know the capacity and uses of U.S. reconnaissance satellites.

Marshal Nikolai V. Ogarkov, chief of the Soviet General Staff, at a news conference Friday in Moscow, accepted the "spy plane" contention and also said a U.S. RC-135 long-range reconnaissance plane had been found on the route of the Korean Air Lines 747.

The U.S. and North Atlantic Treaty Organization specialists said satellite pictures were taken of the Korean Air Lines 747 at an altitude of 100 miles (162 kilometers) or more have, in one in-

stance after magnification, shown the bolts on the deck of a Soviet cruiser.

In another picture, a man was seen perusing Pravda, the Communist Party newspaper, on the street of a north Russian town. The newspaper's nameplate, the specialists say, was clearly visible.

Why, specialists ask, go to the trouble of rigging a 747 with cameras when the satellites tell it all? In any event, they said, the United States has other aerial means, such as the SR-71 Blackbird, for strategic reconnaissance.

Marshal Ogarkov's allusions to the 747 as a spy plane caused speculation among intelligence sources about how much the Soviet Air Force knows about the capacity of the satellites.

The United States has refused to allow publication of satellite pictures because U.S. technology in this field is believed to be far ahead of that of the Russians. In the international intelligence business it is taken for granted that there is no major Soviet base or troop command center that has not been photographed by the satellites.

"We know what they have," an official said. "Everything is known except their intentions. But there is no sense in telling them exactly how we know."

Marshal Ogarkov also said a U.S. long-range RC-135 had been found on the 747's route east of Kamchatka.

U.S. sources, while conceding that RC-135s and other planes fly along the periphery of Soviet airspace, said they were not intended to take pictures, but for electronic monitoring of missile tests to learn whether the missiles are in accord with U.S.-Soviet arms agreements.

Soviet reconnaissance planes and intelligence ships similarly monitor U.S. missile tests in the Pacific.

Many Soviet missiles land in the Sea of Okhotsk between Kamchatka and the Siberian mainland. The Soviet emphasis on the 747's flying close to two military bases confirms reports of the importance the Soviet armed forces give to their Far Eastern installations.

One reason is that Soviet nuclear submarines of the Pacific Fleet are now based at Sovetskaya Gavan on the mainland west of Sakhalin.

The Japanese Defense Agency in a recent report said the Soviet Union had deployed 2,100 planes, including 440 bombers and 150 reconnaissance planes, in the Far Eastern Command. The bomber force includes at least 70 Tupolev Backfire bombers.

One reason for the high number of reconnaissance planes in the Kamchatka-Sakhalin region, intelligence officers said, is that they are required for reconnaissance of U.S. missile tests in the Pacific and of U.S. and other naval deployments in the Sea of Japan.

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Marshal Ogarkov also made a point of the fact that both the RC-135 and the 747 were operating in "the dead of night" and at "high altitudes." This should not have surprised him, intelligence sources said. The 747 was on a regularly scheduled flight and reconnaissance planes can operate at night and at high altitudes when they are concerned with radar intelligence.

Was the RC-135 using the 747 as a decoy that would force the Russians to illuminate their radar installations? The question has been asked by several nonmilitary experts on electronic warfare. It is possible, an Air Force officer said, but not probable. He said the location of the radar installations had been registered in the past by RC-135s and had certainly been picked up by satellite photographs.

U.S. and NATO experts think Marshal Ogarkov showed a certain naivete in his comments.

"Is he really trying to say that, with all the other means the West has, we would go to the trouble of using an easily identifiable 747 on an espionage mission?" a Canadian source said.

Some officers familiar with the world of international intelligence said the marshal might not be as uninformed as he seemed to be about electronic intelligence.

They suggested that some of his comments might have been intended to elicit information from U.S. and other sources.



President Ferdinand E. Marcos signed orders Saturday releasing 37 political prisoners.

Reagan's Trip to Philippines Is Called 'Very Dangerous' by Aquino's Brother

Compiled by Our Staff From Dispatches

MANILA — The brother of Benigno S. Aquino Jr., the assassinated opposition leader, warned Sunday that it would be "very dangerous" for President Ronald Reagan to visit the Philippines in November as planned.

The warning by Agapito Aquino coincided with the scheduled arrival in Manila of a White House advance team charged with planning Mr. Reagan's visit.

Mr. Aquino made the comment to reporters during a rally that opened what was described as a nationwide passive resistance campaign aimed at eventually overthrowing the regime of President Ferdinand E. Marcos.

Mr. Aquino said many Filipinos would view President Reagan's visit as a show of political support for President Marcos, whom they hold at least indirectly responsible for Benigno Aquino's assassination Aug. 21 at Manila International Airport. He said Mr. Reagan was already considered too close to Mr. Marcos by many Filipinos.

Pilot in Russia Relates His Side in TV Interview

(Continued from Page 1)

said Friday that the plane "tried to escape" after the warning shots. Transcripts of the pilot's radio communications with ground bases released by the United States — which contain no reference to warning shots — showed the pilot as saying that the jetliner was gaining altitude.

In the interview, all three pilots also made some reference to seeing the jetliner. The first, who was over Kamchatka, said he had seen no lights on it. "Even on the side of the dark area of the sky," he said, "there were no signs of any illumination on the aircraft."

The two pilots who scrambled over Sakhalin made no reference to lights. But the first noted that "there's a big crew on such a plane," suggesting at least some awareness of its type. The second referred to the "big aircraft," suggesting that, even at his distance away he had been able to view it.

The interviews were accompanied by pictures of darkened air defense control rooms with blinking arrays of dials and radar screens.

On one, the reporter showed what he described as a computer reconstruction of the blips of the jetliner and two pursuing Soviet craft, and on another he showed radar images of land and sea to support his contention that the pilot of the straying plane would have known he was off course just by looking at his radar.

At the air defense base on Sakhalin, twin-jet Sukhoi interceptors with long green noses and a white rocket under each wing were shown scrambling under falling sleet to intercept what the reporter said was an American reconnaissance plane that had approached Soviet territory and then swerved away at the last moment.

There are dozens of such incidents each day, he said, and illustrated how the Americans "constantly play on our nerves."

The interviews followed by a day a rare Western-style news conference by Marshal Ogarkov and two senior government officials, who displayed a large map and answered questions for two hours to defend their version of the shooting.

Edited versions of the news conference appeared in all major Soviet newspapers and were shown several times on Soviet television.

Brazil Wants A New Loan

(Continued from Page 1)

need \$4 billion for the rest of this year and \$4.5 billion next year, based on predictions of a significant trade surplus, following the 30-percent devaluation of the cruzeiro in February.

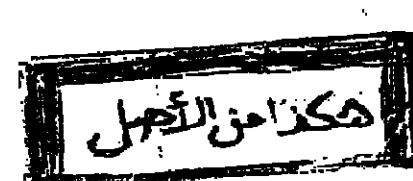
The trade balance through August showed a \$4.3-billion surplus, and the target of a \$6.3-billion surplus for the end of the year seems attainable if imports are severely curtailed, Mr. Gálvez said.

He added that the government has set a target for a trade surplus of \$9 billion for next year. This goal takes into account government plans to restrict imports to about \$17 billion.

But Brazil's strong trade performance, buoyed by recent improvements in prices for such commodities as soybeans and sugar, has been offset by debt amortization charges that are expected to reach \$9.9 billion this year and \$7.8 billion next year.

Who is setting tomorrow's trends in fashion and beauty?
What's new in interior design?
Where can you find the best shopping, dining and entertainment in the world?

Find out on the TRIB's monthly
STYLE PAGE
next Thursday, September 15.



AMERICAN TOPICS

A Twice-Weekly Survey Compiled by Our Staff

The Right's Plight

President Ronald Reagan's response to the downing of the Korean airliner was the latest disappointment for his more conservative allies.

A leading fund raiser for rightist causes, Richard A. Viguerie, said: "It looks like Reagan has put Teddy Roosevelt in reverse. He speaks loudly but carries a small stick."

He and some other conservatives wanted the administration to close U.S. ports to Soviet shipping, cancel all arms-control negotiations, expel Soviet diplomatic personnel and revoke the recent agreement to sell grain to the Russians.

Senator Jesse Helms, a leader in the right wing of Congress, was asked as he was leaving for Korea just before the incident whether Mr. Reagan had disappointed him. He replied: "How long a list do you want?"

The list included naming Henry A. Kissinger to head the presidential commission on

which made about \$12 million on shares in G.D. Searle, the pharmaceutical company.

Many academics fear that the paper profits may not show up in cash-strapped operating budgets, but colleges have other encouraging news.

Private donations two years ago were \$4.86 billion, nearly 15 percent more than the previous year. Preliminary figures for last year indicate a similar jump, largely due to increasing private wealth as some of President Reagan's economic policies took hold.

Baltimore Campaign

Mayor William Donald Schaefer of Baltimore looks like a sure winner for a fourth term in this fall's race.

Since becoming mayor in 1971, he has been credited with revitalizing parts of Baltimore into booming business and business centers. Tourism has created 16,000 jobs. The sparkling inner harbor area, the two-year-old aquarium, a new covered market in two converted warehouses, neighborhood housing projects and a new mass transit system that will open in November, are prominent examples of the city's new image.

New York Magazine recommends Baltimore to its readers; Time magazine has written extensively about its new face.

Mayor Schaefer, 61, is a bachelor, nondrinker and nonsmoker whose only escape from his job is an occasional fishing trip. He is famous for his personal touch, answering letters of complaint by showing up on a doorstep, calling people on the phone to ask them to return an overdue library book, stopping during a busy official visit to listen to an elderly person's problems.

Mr. Schaefer's challenger in the Sept. 13 Democratic Party primary is William H. Murphy, a former judge whose campaign is aimed at his fellow blacks, a 55 percent majority in Baltimore.

Mr. Murphy says that while the mayor was receiving attention for downtown redevelopment, the problems of unemployment, poverty, housing and education were being ignored. He has preached "creative" city management, but his campaign was damaged in recent weeks when the Internal Revenue Service placed a \$242,000 lien on him for unpaid back taxes.

Mr. Schaefer has another edge. He has raised more than \$700,000, compared with Mr. Murphy's \$100,000.

Pinochet Marks 10 Years in Control

By Reaffirming His Policies for Chile

SANTIAGO — President Augusto Pinochet, speaking on the 10th anniversary of the coup that brought him to power, said Sunday that the economic crisis and anti-government protests in Chile were temporary difficulties and he warned Chileans against what he called the Marxist threat to the country.

In a nationally televised address, General Pinochet reaffirmed his intention of continuing his policies of the last decade.

He castigated political opponents who have organized protests against his rule but said his new interior minister, Sergio Onofre Jarpa Reyes, would continue talks with all those prepared to participate in the building of a new democracy.

Eight people have died in clashes between police and anti-government demonstrators since Thursday.

A total of 40 people have died in protests in recent months. Human rights groups say an estimated 35,000 others have been killed in the last 10 years, most of them in

the aftermath of General Pinochet's coup against the elected Marxist government of Salvador Allende, who was killed in the takeover.

"I call today on all Chileans to be alert to defend our freedom and repudiate any seed of totalitarianism," General Pinochet said.

General Pinochet referred repeatedly to the new constitution approved by plebiscite in 1980 which embodies his concept of "protected democracy" and which allows him to rule at least until 1989 to oversee the introduction of his system.

Echoing recent statements by Mr. Jarpa, he said the government would consider the possibility of a new plebiscite to modify sections of the constitution and move forward the election of a congress from the target date of 1990.

He said a social-economic council would be formed to allow labor and business organizations to discuss problems.

Government officials say unemployment and extreme poverty in Santiago's shantytowns led to anti-government protests there.



Policemen and protesters shouting "Assassins" fought near a cemetery in Santiago, where a victim of violence during last week's anti-government demonstrations was being buried.

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After four persons were killed Thursday in protests against the regime, the Democratic Alliance, an opposition coalition of political parties, announced it was suspending talks with the government.

There were scuffles Friday as thousands of people marched down Santiago's main avenue to celebrate the 10th anniversary Sunday of the general's rise to power, and police broke up a demonstration by about 600 people who attended a ceremony Saturday to honor Mr. Allende.

Despite newspaper speculation that General Pinochet would announce a change in economic policy in his address, the president restated his faith in free market policies that have met heavy criticism.

The president announced a 15-percent wage increase, effective Jan. 1, for 250,000 public sector employees. Last July he awarded them a 5-percent increase, their first in two years.

Diplomats from the European Community and other countries did not attend Sunday's ceremony, considering it inappropriate to celebrate the anniversary of the coup.

U.S. Congress Returns From Recess To Begin Work on Crowded Agenda

By Helen Dewar

WASHINGTON — International crisis and domestic politics top a crowded agenda of national security and domestic issues as U.S. congressmen return to Washington Monday from a five-week summer recess.

The question is whether Congress and President Ronald Reagan will be drawn together or divided as an election year approaches.

At least at the start, the Soviet Union's downing of a Korean jetliner and the deaths of U.S. marines in Lebanon are likely to deflect attention from Congress' customary preoccupation with money matters as a new fiscal year approaches Oct. 1.

In addition to spending bills, a debt-ceiling extension and several authorization bills that must be acted on by the end of the month, a variety of politically laden domestic issues are high on the list for early action, especially in the Democratic-controlled House.

The Republican majority in the Senate, nervous over whether it will retain control after the 1984 elections, will also increasingly have its eye on political survival.

Republicans suffered a blow during the recess when the chairman of the Armed Services Committee, John G. Tower, Republican of Texas, joined the majority leader, Howard H. Baker Jr. of Tennessee, as a lame duck who is not seeking re-election next year.

There is speculation that one or more others may do the same, especially if the alternative is coming back as a member of a powerless minority.

While Senator Henry M. Jackson death deprives Congress of one of its most forceful champions of defense and critics of the Soviet Union, the outraged response to the downing of the Korean airliner could rally Congress behind the president on national security issues.

Some leading figures in Congress have said. The question is how much and how long.

Swift action is expected in both houses on a resolution condemning the Soviet action in shooting down the jetliner.

There may also be a push from within Congress for speedy congressional authorization for the U.S. marines to remain in Lebanon, as many lawmakers say is required under the War Powers Act so long as hostilities continue there. But some influential members want the marines brought home, and the authorization could prove controversial, inviting restrictions even if it is approved.

Both houses are expected to act this week on a \$187.5-billion defense authorization compromise that gives approval for production of the MX missiles, a new type of nerve gas weapons and most other weapons sought by Mr. Reagan.

On the House Democrats' agenda are two major jobs bills: one to authorize \$3.2 billion for local government grants for public works jobs and another to authorize \$5 billion for local public service jobs. Like most of the House Democrats' recent jobs initiatives, neither is expected to go far in the Senate.

For the rest of the month, the major business of both houses will be to pass as many as possible of the 13 regular appropriations bills for fiscal 1984.

As usual, the rest will have to be wrapped up into an omnibus stopgap "continuing resolution" to keep the government operating after funding runs out Sept. 30.

Work on the defense appropriations bill, including actual funding for the MX and other controversial weapons, is scheduled to begin this week in the House and shortly thereafter in the Senate. But Representative Joseph P. Addabbo, Democrat of New York, chairman of the House appropriations subcommittee on defense, has indicated he may dawdle over the bill if it appears that the emotional fallout from the Korean air disaster is leading to spending excesses.

The Senate Foreign Relations Committee is scheduled later this month to consider a nuclear freeze resolution, which passed the House earlier in the year in modified form. But the pro-freeze lobby is fearful of an emotional backlash if action comes too soon after the Soviet attack on the airliner. Prospects for Senate approval were considered bleak even before the attack.

Another struggle over an administration-sponsored \$8.4-billion increase in the U.S. contribution to the International Monetary Fund is also anticipated. The measure, awaiting a Senate-House conference, faces trouble when it goes back to the House because of Democratic anger over a GOP campaign tract that criticizes Democrats who supported the measure.

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Pinochet Marks 10 Years in Control

By Reaffirming His Policies for Chile

SANTIAGO — President Augusto Pinochet, speaking on the 10th anniversary of the coup that brought him to power, said Sunday that the economic crisis and anti-government protests in Chile were temporary difficulties and he warned Chileans against what he called the Marxist threat to the country.

In a nationally televised address, General Pinochet reaffirmed his intention of continuing his policies of the last decade.

He castigated political opponents who have organized protests against his rule but said his new interior minister, Sergio Onofre Jarpa Reyes, would continue talks with all those prepared to participate in the building of a new democracy.

Eight people have died in clashes between police and anti-government demonstrators since Thursday.

A total of 40 people have died in protests in recent months. Human rights groups say an estimated 35,000 others have been killed in the last 10 years, most of them in

the aftermath of General Pinochet's coup against the elected Marxist government of Salvador Allende, who was killed in the takeover.

"I call today on all Chileans to be alert to defend our freedom and repudiate any seed of totalitarianism," General Pinochet said.

General Pinochet referred repeatedly to the new constitution approved by plebiscite in 1980 which embodies his concept of "protected democracy" and which allows him to rule at least until 1989 to oversee the introduction of his system.

Echoing recent statements by Mr. Jarpa, he said the government would consider the possibility of a new plebiscite to modify sections of the constitution and move forward the election of a congress from the target date of 1990.

He said a social-economic council would be formed to allow labor and business organizations to discuss problems.

Government officials say unemployment and extreme poverty in Santiago's shantytowns led to anti-government protests there.

U.S., Latin Nations Agree on Causes And Severity of Debtors' Problems

By Kenneth N. Gilpin

CARACAS — In weeklong discussions at a meeting sponsored by the Organization of American States, delegates from the United States and Latin American nations have agreed on the causes and dimensions of Latin America's \$300-billion debt.

The delegates approved a document enumerating the causes of the region's huge debt, from high interest rates to the worldwide recession. And they created a special commission to make recommendations on ways to ease the burden of repaying the loans.

While the document itself, whose 11 points were characterized as a "basis for understanding," contained no revelations, the fact that it was drafted at all was an encouraging sign, according to many of those present.

"This has been a good show," said Roderic Roett, director of Brazilian studies at Johns Hopkins University's School of Advanced International Studies and an observer at the conference. "The Latin American nations might use it as an opportunity to band together and repudiate their debts or demand their renegotiation. But the creation of a so-called debtors' cartel, which would have disrupted the world of international finance and destroyed the already shaky creditworthiness of most countries in the region, was never endorsed by any of the indebted nations. Nonetheless, the notion had been voiced by opposition parties in some of the countries and received some attention in the world press.

But in an effort to dull protests against the debt, both Chancellor Helmut Kohl and Foreign Minister Hans-Dietrich Genscher have continued to voice hope for a breakthrough.

Mr. Genscher said Friday in Madrid that Foreign Minister Andrei A. Gromyko of the Soviet Union had hinted that a long-standing Soviet demand to include 162 French and British missiles in the Geneva calculations might be waived. The issue has been a major stumbling block to an accord.

As reported, Mr. Genscher's utterances had the whiff of a Geneva breakthrough about them, making him the bearer of good news.

But in fact Mr. Gromyko's comment emerged merely as a response to Mr. Genscher's having recalled

need for Latin American countries to shore up their sagging rates of domestic savings, develop programs to attract foreign investment and reduce public sector deficits.

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INTERNATIONAL Herald Tribune

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And If Gemayel Falls . . .

It is no insult to the marines to observe that they are squatting in Lebanon like dumb ducks, taking casualties for reasons that no one seems able to articulate. It is no insult to President Reagan to observe that he cannot articulate their mission because he can no longer perceive it or be sure about the right moment to end it. The troops and their commander in chief are playing for time, hoping that the moment will nominate itself.

Congress could assert its prerogative by invoking the War Powers Act and belatedly share responsibility for the choice. But the legislators should set no rash deadlines that force the president to assert a nonexistent American interest. Mr. Reagan obviously is stalling uncomfortably, which is not always the worst policy.

When the marines and other allied forces went ashore a year ago, their purpose was to assure the safe dispersal of the Palestine Liberation Organization, keep the Israelis out of Lebanon, and provide a shield for a new Lebanese government. Thinking the job done, they departed — only to see Lebanon's new president killed, the Israelis taking West Beirut and helpless Palestinians massacred by vengeful Phalangist Christians. The American, French, Italian and British forces reappeared, to shield an even weaker regime led by the slain leader's brother, Amin Gemayel.

The hope was that he could form a coalition of Lebanon's feudal sects and build an army to pacify their private militias. That was supposed to make the Israelis secure enough to withdraw from Lebanon on condition that Syria ended its eight-year-old occupation as well. These hopes defied Lebanese history and also up-to-date political analysis. But they justified a low-cost stab at reinventing Lebanon, improving the life of a long-suffering people, blunting Syria's expansion and en-

hancing America's influence in the region. It has not worked out that way and probably never will. And the costs of keeping Western troops in the crossfire are growing daily. Even if massively reinforced and allowed to pursue their challenges, the marines could not disarm the rival armies or impose a stable order. Indeed, the threat that they will withdraw and leave Lebanon permanently partitioned — dismembered, really — is probably the last good U.S. card. The question is when to play it.

President Gemayel, a Maronite Christian, has clearly misplayed his hand. He let his father's Phalangist forces provoke unnecessary battles against assorted Moslem factions and these are now uneasy allies against him. It is an open question whether the Gemayels still can or want to share enough power to preserve a loose but distinct Lebanon. Their only chance comes through the likelihood that most of Lebanon's Moslems probably prefer a weak but indigenous government to the alternative: the loss of the south to Israel and Syria's domination of most of the rest of the country.

Shielding Mr. Gemayel while he bargains for Lebanon's survival is the only reason for keeping marines in Beirut for a few more weeks. Preserving a nominal Lebanon is a sound but modest American objective but not a vital national interest.

If the sectarian forces of centuries finally pull that society apart, the fault should be seen to be strictly local and not a panic in Washington. Let the marines shoot back when they come under fire, but let no one think that more men or a wider operation will yield anything except more casualties. And if Mr. Gemayel falls, let the marines depart with him. The dozens of tribes that call themselves Lebanese have to make their own deals of mutual survival or accept national suicide.

— THE NEW YORK TIMES.

10 Years After Allende

It is only half true that the coup in Chile 10 years ago ended Latin America's longest democratic tradition. The elected president, Salvador Allende, was already losing control of his government to Marxist revolutionaries who did not in the slightest share his democratic commitment. That is why, in the beginning, many Chileans applauded or at least accepted General Augusto Pinochet's intervention. Alarmed by the disintegration around them, they counted on him to return their country to its heritage in a reasonable time.

What they did not count on was that he would abuse his patriotic mandate and thrust on Chile a regime that went far beyond dealing with the emergency at hand, establishing a harsh police state. Tens of thousands of Chileans were killed outside the law, many others were imprisoned and exiled, the natural political tendencies of the country were suppressed, and an economic system was imposed that has meant extreme hardship for most of the people. For turning a national crisis into an excuse for personal dictatorship, General Pinochet will not be forgiven. This explains why most of his countrymen, believing his continuance in power to be a national disgrace, have turned against him now.

General Pinochet appears to think that by superficial concessions he can end the mass demonstrations, still the political unrest and prolong his power for another six years. Meanwhile, he has sent his police into action against demonstrators, peaceful as well as violent. The other day, the police fired a water cannon to block the delivery of a statement demanding his resignation by the Christian Democrats' leader, Gabriel Valdés, who heads the newly organized Democratic Alliance of noncommunist parties. Police also beat Genaro Ariagada, another leading Christian Democrat. And General Pinochet wants to know why the opposition doubts his good faith.

General Pinochet's days, it would appear, are numbered. His policies do not even command the full support of the armed forces. When he goes, it will be through the working of Chilean forces. It is encouraging, however, that the United States, while it is not driving events, has finally stepped back publicly from the general and taken a position in favor of a prompt and peaceful return to democracy.

The Reagan administration, often criticized for tilting toward authoritarian regimes like General Pinochet's, would clearly like to see a transition occur on its watch. It would allow the administration to come forward in Latin America and in general ideological debate as a sponsor of democracy. It would prove its point that authoritarian regimes, unlike totalitarian ones, can move back to democratic rule.

Such results, if they come, are unlikely to erase the widespread impression — much of it myth — that it was the United States that undid the democratic order of Chile in 1973. We accept that the American role was secondary; Chilean democracy was being grossly abused by Chileans. All the same, the United States made its own distinct and cynical contribution to Chile's breakdown. It would be deeply satisfying to see democracy restored in Chile now, and to see the United States cheering the process on.

— THE WASHINGTON POST.

People and Prosperity

Figures just released by the U.S. Census Bureau confirm what professional demographers have known for some time: World population growth is slowing down. There were, the Census Bureau believes, 4.7 billion people in the world this June — \$2 million more than last year. But that represents a growth rate of only 1.8 percent. At the beginning of the 1970s, the growth rate was 2.2 percent. It does not sound like much of a difference, but it made a lot of difference in the quality of life in dozens of less developed countries.

The typical pattern in these countries, and in the world as a whole, had been for death rates to drop because of improved medical care, while birthrates stayed high. Then, as time went on, birthrates too went down. In some places — notably sub-Saharan Africa — population is still increasing at record rates. But in others — notably China, India and Latin America — the rate of growth is slowing. Sometimes, in India and China, for example, some of that slowdown is the result of prac-

tices Americans would find repugnant, such as compulsory sterilization and even infanticide.

It should be understood that a rising population is not necessarily a bad thing. The East Asian fringe — the noncommunist countries from South Korea down through Taiwan to Thailand, Malaysia and Indonesia — has had one of the highest population growth rates in recent years, and one of the highest economic growth rates as well. Economic growth in those countries is running well ahead of the number of mouths to feed, and standards of living are rising. It may be that in that region — as in Western Europe and North America in the 19th century — optimism and faith in the future are contributing to population and economic growth. Latin America's very rapid population growth was accompanied, until the recent worldwide recession, by substantial economic growth; everyone in the United States has an economic stake in having that growth continue.

— THE WASHINGTON POST.

The U.S. Must Rechannel Its Energies in Lebanon

By L. Dean Brown

WASHINGTON — Since Lebanon's independence in 1943, its dream has been a carefully balanced coalition held together by a presumption of equal treatment for all religious communities. The fragile network of understanding has been shattered in the past, then patched up, and then shattered again.

Unfortunately, it is again on the path to disintegration. In 1958, American Marines and an astute political operator, the late Ambassador Robert Murphy, were able to facilitate the patching process. Today, American Marines may be watching, or even participating in, a collapse.

What has happened? Malik Salam, a respected Moslem leader, says the Lebanese Parliament elected Amin Gemayel as president of Lebanon, but it did not elect the Phalangist Party and its private militia to take over power in the country.

Walid Jumblat, leader of the Druze, believes there was a political deal with the Phalangist before the Lebanese Army went into Christian-dominated East Beirut, the Phalangist's home territory, earlier this year. He insists he will not let that army into the mountainous Chuf area — where Druze have lived for centuries — until there is a far-reaching political understanding with the central government.

The type of understanding that he seeks, along with many Sunni and Shia Moslem leaders, is not clear. It increasingly appears to be a demand for change in the political structure of the country that would permit a greater sharing of power. Greater sharing could lead to a denunciation of the decades-old unwritten national covenant — which gives the powerful

presidency, army command and parliamentary control to Maronite Christians — or it could lead to the creation of a government of reconciliation to include leaders such as Saeb Salam, a respected Sunni, Nabih Berri of Amal, which is the Shia fighting force, and Mr. Jumblat, the Druze leader.

In a powerful end-of-Ramadan address this summer to thousands of Moslems, a leading Sunni religious figure said that there can be no usurpation of power by one armed group, that political power must be shared through a revision of the national covenant and that all private militias must be disbanded.

It is this last point that has precipitated the present crisis. On Aug. 16, Defense Minister Moshe Arens of Israel flew to Beirut. There he met with Pierre Gemayel, head of the Phalangist political party and, later, with Fadi Frem, the commander of the Phalangist militia. Mr. Arens said he urged "political accommodation" between the Christian and Druze communities.

In Beirut, however, the meeting was viewed differently. Moslems and non-Maronite Christians alike saw it as a blessing of the Phalangist forces. It exacerbated their fear that Amin Gemayel was not a president committed to protect all religious communities but the captive of the Phalangist militia.

From fighting over turf in the Chuf between Maronite and Druze forces, the conflict has spread to Beirut, involving not just Druze and their new enemy, the Lebanese Army, but others. The Shia militia, Amal, is heavily armed and is driven by a demand for "social justice"

like that which propelled many Iranians in the struggle against the Shah. Amal has entered the fray. So has the long-dormant Murabitoun, a leftist and originally pro-Nasser force.

Fighting now is as complicated and as difficult to understand as it was in 1976. The chief difference is that the Palestine Liberation Organization is not involved and that the multinational force can become the accidental — or perhaps, if fighting rages uncontrolled — the planned target. We are not yet at the latter stage. Much of the fighting is a form of political bargaining. The Druze and Moslem groups are saying: "We too have arms and power. If you refused to hear our pleas in former times of peace, we'll make them louder today with guns."

This sort of political bargaining can quickly degenerate into chaos. This is where the United States comes in. The United States talks of sending in more troops or pulling them out. But it is not that simple. The nature of the game has changed. From unloading rifles when they arrived a year ago, the U.S. Marines have moved to exchanging fire — often with unknown opponents. The hope that the presence of a multinational force would calm the situation and then lead to popular support of a strong central government whose army would control and disarm the multiple militias is gone. Instead, American, French, Italian and British troops are close to being regarded as allies of a central government under Phalangist domination. This is dangerous.

It was indeed the desire of Ariel Sharon, the former Israeli defense minister, to see a Maronite-dominated government in power, a government that could sign a peace treaty with Israel even if it meant cutting off Lebanon from the Arab world. Many Lebanese Moslems, who saw themselves no longer as unequal partners in a national consensus but as doomed to subservience in a one-party state, viewed American policy as supporting the Sharon line. Constant American repetition of a policy toward Lebanon of territorial integrity, independence and creation of a strong central government without ever a word about political reforms or the need to recreate a national consensus based on power-sharing — amplified the fears.

American policy toward Lebanon needs a dramatic change. It cannot rely on the premise that the Soviet Union and Syria are somehow behind all the troubles, that Syrian and Israeli withdrawal will somehow bring peace or that a Phalangist-dominated government can prevent a new outbreak of guerrilla and urban warfare.

Instead of relying solely on President Gemayel, the United States should turn its energies toward the creation of a new national consensus. Once again — how often does it have to be said? — the United States needs to support widely shared aspirations rather than personalities.

In June 1982, Henry Kissinger wrote that the Israeli invasion of Lebanon "opens up extraordinary opportunities for dynamic American diplomacy in the Middle East." How pretentious that all seems today.

The writer, who was President Gerald Ford's special envoy to Lebanon, contributed this comment to The Washington Post.



In Israel, Growing Malaise Over the Extremists' Power

By Richard Strauss and Ken Wollack

JERUSALEM — During the week preceding Menachem Begin's surprise decision to step down from office, a senior Israeli civil servant here attempted to explain the prime minister's despondency.

After ticking off the usual litany — the mounting toll of the Lebanon war, the deteriorating state of the Israeli economy, and the death of Mr. Begin's wife — this official remarked that perhaps these problems merely hid a deeper sense of malaise over directions in which Israel is going.

Indeed, some of Mr. Begin's critics charge that the prime minister's party

is undermining the very character of the state. One Labor Party official argues that government attitudes toward Israeli dissenters have begun to reflect the arrogance and hostility previously reserved for Arabs.

It is obvious that the traditional elements in Israeli society are under attack from extremists. Increasingly, the secular, liberal, moderate socialists, most of whom are of European origin, and whose principles have guided Israel for most of its history, find themselves pitted against an aggressive coalition of hawkish, rightist expansionists, angry Sephardic Jews and religious zealots.

Thus, a tough-minded yet centrist Likud politician like Defense Minister Moshe Arens is criticized by West Bank settlers for timidity in dealing with the Arabs. The deputy prime minister, David Levy, who was born in Morocco, must constantly look over his shoulder as former Defense Minister Ariel Sharon travels through the Moroccan community whipping up national sentiment.

At the same time, the small Tami party, which represents the Arab-born (or Sephardic Jewish) community, pressed first by Mr. Begin and now Prime Minister-designate Yitzhak Shamir for special subsidies for its constituents. The Jerusalem Post called a government proposal designed to meet Tami's wishes "a piece of discriminatory legislation that will aid Jews, but, deliberately, not Arabs." This result is achieved by making the law applicable only to families of four children or more, one of whose members has served in the armed forces.

Arabs are, of course, exempt from military service.

The ultrareligious groups, comprising at most about 10 percent of the population, have gained increasing influence at the expense of their more secular countrymen. This results in part from the swing role the small, fervently religious parties play in Israeli coalition politics.

But more fundamental is the religious parties' influence is increasing because, like the settlers on the West Bank, these extremists display a political dynamism that the Israeli establishment continually accommodates. A case in point is the ultra-nationalist and religious groups of Jews who have moved into the West Bank town of Hebron. Led by a Brooklyn-born rabbi, Moshe Levinger, they have begun to resettle the old Jewish quarter in what has long been the West Bank's most volatile Arab community. Rabbi Levinger himself lives in a house in the middle of the Arab market. An Israeli Army emplacement sits atop his roof.

Yet less than a mile away sits the relatively new and as yet not fully occupied Jewish town of Kiryat Arba. That Rabbi Levinger can settle in Hebron while Kiryat Arba lies half empty has caused some government members to speak out. One Knesset member complains that one of the main reasons for building Kiryat Arba was to prevent Jewish settlements within Hebron. But most observers now expect Rabbi Levinger's presence to expand.

With Israeli society split, one would expect the Labor Party to benefit from the nonreligious, anti-expansionist center. Yet this party, which governed Israel for its first 30 years, has become to many just another source of despair.

Shimon Peres, 60, behaves like a man who has seen and heard it all before. In a world-weary way, Labor's leader dismisses the notion of an Israeli society torn by internal strife as a "view of others."

The only time he acknowledges the divisions in Israeli society is when he cites them to support his contention that the economy is the main issue. Economic common sense, he argues, will bring Labor back to power.

The overwhelming impression is one of leadership that is out of touch. Anger and frustration seems to increase as you go down the political ladder. One young businessman spoke for many when he declared that "Likud created the split in Israel and Labor doesn't know how to deal with it."

The writers are co-editors of the Middle East Policy Survey, a newsletter published in Washington. They contributed this comment to the Los Angeles Times.

A Returned Exile Finds Chile 'Struck by a Plague'

By Ariel Dorfman

SANTIAGO — Returning to Chile after 10 years of forced exile, I am shocked by all that has changed. I am also shocked by what remains the same.

Everything seems so normal — much too normal. The same birds awaken me each morning that used to do so a decade ago, before a military coup crushed democracy. Somehow, I expected the birds to sing differently under a dictator. I imagined that the terror would have modified even the taste of food and the way people laugh. But everyday life appears much as it was when I left. Other things, however, have indeed changed.

I had read that General Augusto Pinochet's model of development had created a new and opulent social class, but nothing could prepare me for what I felt when, after passing through a virtually unaltered Santiago, I reached the *barrio alto* — the hill-slope neighborhood where the privileged classes of Chile traditionally reside. This is the only part of the city that is unrecognizable. I found myself being guided, like a tourist, along unknown avenues filled with hundreds of glass towers and shopping malls, splendid gardens and efficient freeways. I could not believe that this was Chile. It was as if I had stepped into one of the nicer suburbs of a metropolis back in the United States. In just 10 years, a

modernized, sleek and exclusive city-in-itself had arisen.

There has always been, in Chile as in the rest of Latin America, an abyssal distance between the rich and the poor. But those who live in these countries find ways of disguising that distance or ignoring it. My years away from home have given back to me not only the possibility of measuring that distance but of being overwhelmed with the stark evidence of its malignant growth. Only a few miles from the *barrio alto* are slums where millions of Chileans live in squalor — the price Chile pays for so much ostentatious luxury for a few. When I left Chile, these slum dwellers had been poor. When I came back, I discovered that General Pinochet had performed the miracle of making them even more miserable, stranding them even further from the mainstream of society.

Visiting one shantytown, I realized that these people have lived an exile more terrible than my own. They may have had the comfort of the mountains, and they could speak Spanish while I had to learn foreign languages and read incomprehensible street signs, but they have been turned into strangers in their own land.

What is true of them is true of most Chileans, even those in a bet-

ter financial situation. It is as if Chile had been struck by a plague. I am scandalized by the physical ruin of my country. The economic crisis touches everyone.

I drove through the industrial belt of Santiago and it was like visiting a ghost town. The stores are empty. Most of my friends and family are unemployed or hold only part-time jobs. Though it is winter, there is no heating in the houses where I am living.

And yet, in this land without a free press, this land where hundreds of thousands have been jailed and humiliated, where exile and violence and lying have become as natural as breathing air, the predominant mood is not despair. People know, of course, that General Pinochet still holds power. He can still order his troops to murder and he does. He can still torture, and does. He can still transmit his most incoherent thoughts into each home whenever he so desires, and he does incessantly. But a dictator cannot last unless he rules the minds, as well as the bodies, of his people. If he cannot make their dreams coincide with his promises, and their fears coincide with his threats, he is lost. I am fortunate to have returned at the very moment when General Pinochet has lost control over the dream of Chile.

Day by day, I am witnessing the rebirth of this country.

Living under the shadow of violence and rage, people have somehow found the courage to demand, over and over, the return to democracy, to dream a country where it is abnormal that men can come in the night and make you disappear, a country where it is aberrant that four square miles of a city has grown wondrously while everything else stagnates. People are no longer afraid. At night, they bang pots and pans to protest as if they were in front of the walls of Jericho, and in the daytime they march and congregate and openly discuss ways of ridding themselves of the tyrant. I have seen them risk the bullets and the beatings and the dogs. I have seen them bring defiant Chilean flags to the airport to greet returning exiles.

Slowly, another sort of country is emerging, a country where I do not feel like a stranger. I love the birds and the mountains and the smell of fruit. I love to play with the nephews who were born during these 10 years. But what makes me feel really at home is the rebirth of my country.

The contributor, a Chilean writer who lives in Bethesda, Maryland, was given permission two weeks ago to return to his country. He wrote this column for The New York Times.

Tower's Retirement to Leave a Much-Changed Senate

By George F. Will

WASHINGTON — When asked recently why a colleague had voted against a defense program, Senator John Tower snapped: "He abuses the right to be stupid." When the senator points the Green Bullet (his 1972 Dodge) toward Texas next year, the Senate will lose one of its tartest tongues and sharpest minds.

Mr. Tower, whose office is a few yards from what was Senator Henry Jackson's office, will not quite say so, but he might have reversed his decision to retire if he had not announced it before Mr. Jackson died. In the Senate, as in many other institutions, 20 percent of the members do 80 percent of the work. For two decades Senators Tower and Jackson were two of the consequential 20. Since 1981 they have been, respectively, chairman and ranking Democrat on the Armed Services Committee. So in 1985, the Senate is certain to be without at least 15 percent (counting Howard Baker) of the 20, and even more of the heart of its leadership on military matters.

Mr. Tower has been in the Senate 22 years, 20 of them in the minority. In 1965-66 he had just 32 Republican colleagues. No senator, having been a chairman, can stand the thought of returning to the minority.

But there are 19 Republican and only 14 Democratic seats up in 1984, and today at least six Republican seats (Texas, Tennessee, Illinois, Iowa, North Carolina and New Hampshire) look more vulnerable than any Democratic seat.

Mr. Tower thinks, probably rightly, that he would have been re-elected. Polls show him 20 percent ahead of his nearest rival; his job-approval rating is higher than ever. And he actually likes campaigning across his unreasonably vast and complex state.

However, the Texas electorate is 11-percent black and 18-percent Mexican-American, and as the 1982 defeat of Governor Clements showed, Texas Democrats have been reading the Republican book on organizing turnouts. Mr. Tower would not have needed to spend a nickel to build name-recognition, so his campaign might have cost "only" \$7 million. Texas has 19 media markets. Four cover 70 percent of the electorate, but the other 15 can turn an election around.

Beyond a desire for a fresh and less draining life, Mr. Tower's decision to leave the Senate reflects dismay about the institution. Not long ago, he says, the Senate was more efficient and civil, in part because power was concentrated in a few persons who received considerable deference — persons like Richard Russell, Everett

Dirksen, Styles Bridges, Lyndon Johnson and Bob Kerr. There never was a record vote unless the leadership wanted one. That saved time, and even more important, prevented what has become common — the engineering of record votes, often on amendments that are going nowhere, often for grandstanding purposes, or to get responsible incumbents to make themselves vulnerable to irresponsible challengers by casting politically dangerous votes.

Mr. Tower thinks it. Senate has "lost its corporate memory." Forty-three senators have been there less than six years, and 63 less than 10. Too many of the new members are "media creatures." They are frightened of politically awkward publicity. They increasingly share, or at least are inhibited by, the values of a press corps that sees itself as an adversary

of established institutions. Many younger senators assess their success by the media attention they receive. The easiest way to get attention is by challenging the executive on military and foreign policies. That is one reason why, having awakened to the fact that it has delegated too much discretion to the executive, Congress began asserting itself in the wrong area — in defense and foreign policies, where it is least equipped to cope, and where deference to the executive is proper.

Because President Reagan's military buildup has been the most important public business since 1981, since 1981 Mr. Tower and Mr. Jackson have been, with Mr. Baker, the most important senators. As Mr. Reagan contemplates the likely mixture of pain and pleasure in a second term, he must be imagining how hard it would be for him to deal with a Senate with those three men missing.

The Washington Post.

LETTERS TO THE EDITOR

with Israel, as his brother seems to have intended to do. With strong U.S. backing, he might take the risk.

ROUBEN HAIM HAWA
Winchester, England.

Reagan and Chamberlain

President Reagan equates the peace and anti-nuclear movements with Neville Chamberlain and his appeasement policies. His tragic misreading of history is leading us all into a holocaust of unimaginable dimensions. Instead of "stopping Hitler," he should study the results of the unrestricted arms race preceding 1914, as old empires started to crumble and the balance of power shifted.

He imagines himself some sort of Winston Churchill.

BEN LANE
Solihulla, Sweden.

Unions Under Pressure

I am sick to death of hearing about Solidarity. Instead, give me some cheerful news as to how the free labor unions are thriving in Turkey, the Philippines, El Salvador, Guatemala, Argentina, Paraguay, Chile and other "democratic" countries.

T. ROBERGE
Paris.

More letters, Page 5.

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578	World Bank	S	100	96 3/4	12.01
581	Carroll Credit Corp Ecs	S	100	98 1/2	12.57
585	Electronics Pk	C	100	100	
589	Univ Pressure Mktg	C	100	94 1/2	
548	Deputy Securities	C	100	97	
590	China Investment Pk	S	100	100 1/4	12.33
149	St. Louis Ind Cntrl	S	100	99 1/2	11.94
591	St. Louis Ind Cntrl	S	100	99 1/2	11.94
594	Schering Ind Ecs	S	100	95	12.24
105	Kernco Canada	S	100	97 3/4	12.64
3700	World Bank	S	97 3/4	97 1/2	11.54
100	World Bank	S	97 1/2	97 1/2	11.54
5130	Aluminum Ind Control	S	100	97 3/4	11.85
100	Int Standard Ecs	S	100	96 1/4	11.85
5138	World Bank	S	97 3/4	96 1/2	12.26
100	Loma Term Credit Bk	S	100	99	9.91
510	Swedish	S	95	93	75.85
100	Avco Int'l Pk	S	100	97 1/4	97.55
300	Synthetic Fibers	S	100	98 1/2	82.45
100	Mc Ewry Coal & Steel	S	100	97 1/2	97.15
440	Norfolk Eastern	S	99 1/4	93 3/4	10.55
575	Ecs Ecs Coal & Steel	S	99 1/2	91 1/2	12.28
158	Univ Pressure France	S	99 1/2	100	82.45
50	Vermont Electric	C	100	94	
100	Everett	S	99 1/2	99 1/4	74.55
50	11 1/2% 1999 Jan	F	100	100 3/4	11.65
50	11 3/4% 1999 Jan	C	100	102 1/2	
50	12 1/4% 1999 Jan	S	100	98	72.35
50	Quaker Pk	S	100	101	75.55
50	Japan Co Ltd Cntrl	S	100	101	75.55
520	Ecs Ecs Ecs Ecs Cntrl	S	100	98	11.65

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\$20	Comision Fed.Electr.	8	27 Feb	75	18.17	25.04	16.67
\$50	Venezuela	8 2/4	12 Oct	61	17.45	22.91	14.34
\$40	Mexico	8	27 Mar	78	17.28	24.96	16.00
\$30	Colombia	8 1/4	28 Feb	75	17.07	24.58	15.50
\$20	International Finance	8	19 Oct	77	21.01	21.08	15.50
\$20	Norolmas Int'l	8	94 Oct	93 1/2	14.33	20.89	13.54
\$20	Permer	8 1/2	17 Sep	76	17.04	20.67	11.99
\$25	Quebec Hydr-Elec	8 1/2	36 Nov	94 1/2	15.07	20.16	8.78
\$25	Peru	8 1/2	16 Jun	78	17.17	19.15	11.65
\$100	British Leyland	8 1/2	16 Jun	78	17.17	19.15	11.65
\$125	British Leyland	7 3/4	27 Oct	78 1/2	19.45	18.85	9.87
125	Waco Concrete	8	19 Oct	73	13.07	17.33	11.03
125	Petrabris	8	19 Oct	73	13.07	17.33	11.03
125	Montreal School	7 1/2	27 Mar	77 3/4	14.10	17.23	9.45

\$30	Mexico	8/24	91	Dec	67	16.11	8.14	13.06
\$25	Redland Finance Est/Id	9/12	91	Mar	75/12	15.05	9.51	12.92
\$25	Dome Petroleum Ltd	10/4	91	Jul	75/12	15.02	9.67	13.41
\$25	Hudson Bay	10/4	91	Feb	71/12	13.35	14.52	12.27
\$25	Camel-Sortland	9/18	91	Apr	71/12	13.35	14.52	12.27
\$75	Norges Kommunalbank	9/18	91	Apr	71/12	12.43	12.92	11.70
\$125	Alitalia	10/4	91	Aug	81	13.25	13.99	12.26
\$125	Isoland	12/24	91	Dec	85	13.71	13.90	12.45
\$125	Ozla City	12/24	91	Nov	77	12.28	13.69	11.26
\$125	Repsol SA	12/24	91	Aug	105	13.71	13.90	12.45
\$125	Rechtschid Inc Hld	12/24	91	Aug	105	12.27	12.21	12.11
\$100	Nordic Investment Bk	12/12	91	Jul	99	12.77	12.76	12.76
\$15	Finance For Industry	12/12	91	Mar	101/34	12.63	12.57	12.78

\$75	Mexico	11/12	25 Jul	198	18.47	18.50
\$75	Panama	18/12	16 Nov	96	1/2	19.02
\$120	Mexico	11/12	15 Mar	97	19.22	19.20
\$40	Arizona Pn Fls	17/14	18 Oct	94	17/2	16.37
\$75	Compton Fed Electr	18/12	18 Nov	81	19.54	14.05
\$75	Guil. & Overseas	17/12	18 Oct	109	1/2	14.16
\$75	Seash Calif. Electr	16/24	18 Nov	91	19.22	19.21
\$70	Northern Indland Pac	17/14	18 Oct	105	1/2	14.01
cns 50	Quebec Prov	18	27 Oct	113	1/2	13.59
cns 40	Romval Inc	16/14	16 Dec	102	1/2	13.19
cns 40	Reed	17/14	19 Mar	108	1/2	14.45
cns 50	Canadian UTILITIES	16/14	27 Apr	118	1/2	13.97
cns 40	Simpsons-Sears Acces	16/14	27 Apr	118	1/2	13.97

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Continuing From Tanaka

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JAPAN

THE ECONOMY — A SPECIAL REPORT

SEPTEMBER 12, 1983

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Continuing Fallout From Tanaka Case

By Ken Ishii

TOKYO — It is like the calm before the storm. As the days move toward Oct. 12, when a Tokyo district court is to deliver its verdict in the Lockheed bribery trial of former Prime Minister Kakuei Tanaka, there is little evidence of concern over the potentially devastating effect the verdict will have on the fortunes of the present administration.

Or perhaps, after seven years of headlines and 180 hearings over charges that Mr. Tanaka accepted 500 million yen from Lockheed while in office to help sell its planes to Japan, interest has abated for the moment. So great was the furor over events leading to the prosecution's demand that the former prime minister be sentenced to five years in prison that the verdict itself may even be anticlimactic.

From the evidence presented, the Japanese press unanimously predicts that Mr. Tanaka will be found guilty. But many agree with the view of a top political source who said, "Political assumptions for the future already take a guilty verdict into account." This means that, while the verdict will create a crisis in the Diet, Prime Minister Yasuhiro Nakasone's Liberal-Democratic Party will be able to ride it out.

Nevertheless, the Tanaka case does pose a worrisome issue for the prime minister. There is no danger of the conservatives being ousted from power. Their dominance of politics, unbroken since 1945, is too overwhelming. But rarely has the left had such an excellent issue with which to embarrass the government.

The question of political ethics, or rather the lack thereof, has become a subject of increasing public discussion, and demands by the Socialists and other opposition parties for Mr. Tanaka's retirement from politics have struck a responsive chord among Japanese.

Mr. Nakasone's predicament is compounded by the fact that he owes his assumption of power largely to the support of the Tanaka faction of the Liberal-Democratic Party. It remains the party's largest and most powerful faction despite the Lockheed scandal, a fact that in itself would seem to assure that the Liberal-Democratic Party will be able to ride through the coming storm.

Even so, there is no denying that a guilty verdict will damage the image that Mr. Nakasone has been striving, successfully, to create for himself as a strong, competent leader. By force of his personality, Mr. Nakasone has helped enhance Japan's stature in his meetings with world leaders. Under his stewardship, the Japanese economy has begun to work its way back from a protracted recession. Japan's inflation rate is among the lowest in the world. And Mr. Nakasone is determined to carry through an administrative reform program to pare government waste, for which purpose he called the Diet into its fall session on Sept. 8, several weeks earlier than usual.

Recent opinion polls show a definite rise in Mr. Nakasone's popularity, compared to his early days in office when many were concerned about his hawkish stance on defense. Political analysts offered a number of scenarios on what might happen after a guilty ruling. One is that Mr. Tanaka will resign his Diet seat, which would take the heat off the Liberal-Democratic Party and the prime minister. This would be done, they said, in the knowledge that the four-year term of the lower house expires next June, after which Mr. Tanaka would be able to run again for his seat from Niigata prefecture in full confidence that he will be re-elected. Despite criticism against him, Mr. Tanaka still has overwhelming support in his constituency, and Japanese voters tend to cast their ballots on the basis of personal loyalties rather than issues.

Another scenario sees Mr. Tanaka remaining tough until the post-verdict storm abates sufficiently for the public's attention to be diverted to other matters, including President Ronald Reagan's visit to Tokyo in November, administrative reform and promised tax cuts.

In all of this, Mr. Nakasone has a trump card in his authority to call for general elections. Rumors of a dissolution of the Diet before its term is up have kept both the Liberal-Democratic Party and opposition politicians off balance for months. Almost everybody thought the prime minister would dissolve the lower chamber last June for a general election to coincide with elections that month for the Upper House. The thinking behind the double-election theory was that the Liberal-Democratic Party would be able to go to the polls before suffering an adverse impact from a guilty ruling against Mr. Tanaka.

The former prime minister is known to have applied strong pressure on Mr. Nakasone to do so, and by not succumbing to the pressure Mr. Nakasone made it known that, while he owed a debt to the Lockheed defendant, he was not his lackey. Mr. Nakasone himself has contributed to the continuing political uncertainty by telling a recent party caucus: "I would like every one of you to work hard to prepare for what awaits us this fall. In less than a year, we will have to dissolve the lower house. The success or failure of the election will depend on whether we are united or not, and whether the opposition parties are united or not."

Many Liberal-Democratic Party members interpreted this to mean that Mr. Nakasone was likely to dissolve the House of Representatives this fall regardless of whether it clashed with the Tanaka verdict. As a result, several Diet members canceled planned government-paid tours they usually take between sessions to stay at home and mend political fences.

Will Mr. Nakasone serve a second term as prime minister? As circumstances stand, the answer would have to be yes. In addition to the Tanaka faction, Mr. Nakasone has the support of the faction led by Zenko Suzuki (who he succeeded as prime minister). The Tanaka-Suzuki-Nakasone factional alliance today is numerically larger than the combination of the "anti-ministerial faction" led by Takeo Miki, Takeo Fukuda and Toshi Konoike. But observers do not rule out the possibility of the latter group of factions temporarily aligning themselves with the opposition after Oct. 12 to push through a motion calling on Mr. Tanaka to resign.



Japanese stand beside the automobiles they have just bought, seeking purification of the vehicles at a temple.

Automakers Expand Production Abroad

By John Hartley

TOKYO — Honda cars are rolling off assembly lines in the United States and Britain, Nissan small trucks are being produced in the United States, and Isuzu vans are about to go into production in Britain. Decidedly, Japan's automotive industry has a far more international look than it did a year or so ago.

Moreover, in addition to the bigger ventures, Japanese cars are being built in a number of assembly plants all over the world, usually in countries where imported cars are subject to tariffs or quotas.

Still, there are obstacles to this growth. The industry is turning toward new territories and ventures, largely as a result of increased pressure from authorities in countries where Japan already has car plants.

In the United States, strong official pressure has led the Ministry of International Trade and Industry to exercise "voluntary restraint" in allowing the expansion of automobile markets.

In Europe, competition is making life diffi-

cult for salesmen of Japanese cars, and may become a more serious threat than protectionism. Of the newer cars, the Peugeot 205, the Renault 11, British Leyland's Austin Maestro and the new version of the Volkswagen Golf are all strong competitors for sales.

Japan's strategy, therefore, has been to join forces with other manufacturers and to explore markets in Southeast Asia, Africa and South America. For example, while setting up its truck plant in the United States, Nissan Motors has been expanding its facilities in Mexico.

This summer, a new Nissan engine and components plant went into operation at Aguascalientes to supply its assembly plant, where its Violet and Silva cars and small pickup truck are produced.

Although Nissan is able to export the trucks to Latin America, the continent's economic problems have affected sales. In Mexico, inflation, unemployment and the balance-of-payments deficit have forced austerity measures that have curtailed purchasing, especially of

large consumer items such as cars. But when the economy improves, Nissan will be ready.

In Europe, Nissan has launched a joint venture with Alfa Romeo to build bodies for a new car. Called ARNA, the new company is building Nissan Cherry bodies in which Alfa Romeo installs engines and transmissions. Volume is 60,000 units a year.

In the Far East, Nissan is strengthening links with its licensee in Taiwan, Yue Loong Motors. Currently, Yue Loong is the biggest car producer in Taiwan, ahead of Ford. But Toyota Motor Corp. has reached agreement with Chinese business interests to produce more than 200,000 cars annually.

Thus, Toyota seems intent on obtaining a significant market share in Taiwan. In addition, it will export cars built there to other markets. To counter that move, Nissan is trying to buy a stake in Yue Loong, and has increased the amount of technical assistance it gives.

At home, Nissan is due to start producing the

(Continued on Following Page)

Export Boom Fuels Recovery; Demand Lags

By Gregory Clark

TOKYO — Japan's three-year recession is officially over, but no one is really celebrating. The recovery is almost entirely led by exports, and while this means good business for some, it will almost inevitably be followed by renewed foreign criticism and pressure to cut back on the exports.

To avoid this, Japan needs urgently to stimulate its domestic economy. But this is difficult for a variety of reasons. Among them: Any lowering of interest rates to stimulate investment generally would increase capital outflow and weaken the yen further against the U.S. dollar, and any effort to increase public spending would fuel an already large deficit.

At present, the domestic economy is showing mixed signals. On the one hand, housing starts and consumer spending remain flat and manufacturing investment has been only slightly affected by the export boom.

On the other hand, in recent months the mining and manufacturing index has begun to move upward and the index of leading indicators has moved above the 50-percent level (in other words, more than half the various indicators of future economic activity have turned upward).

But the overall economy remains slack.

One way of increasing demand might be to expand government spending. But there have been forecasts that the deficit this year will reach \$60 billion, or 26 percent of the total budget. The government has promised both to reduce the deficit and to reduce direct taxation. These steps would make it very difficult to consider any large increase in spending.

What to do? Three different views have been advanced.

In the first, the Economic Planning Agency of the Ministry of International Trade and Industry notes the potential consequence of failing to expand the domestic economy: a growth in friction with foreign trade partners. But it is deliberately vague on how expansion can be achieved.

As the United States and other world economies recover, Japan's exports increase. But its imports remain stationary, or even decrease, as oil prices fall. The expected trade surplus this year is put at \$30 billion to \$35 billion, far more than official estimates earlier this year.

Even allowing for invisibles, the surplus is likely to go to well over \$20 billion, against \$9 billion last year.

An expansion of the domestic economy would reduce the pressure to export and would increase imports, the ministry says. Although the planning agency is not specific on measures to be taken, it does point out that much of the slump in domestic demand is attributable to the housing boom. More and better houses would release a flood of new consumer spending on everything from second cars to Western-style furniture.

But to do this, the agency says, Japan would have to revise completely the land policies that artificially raise the price of land and so depress housing starts. Few analysts expect early movement in this direction.

The second suggestion, from the Finance Ministry, involves rigorous cutbacks in government spending and a resulting natural increase in domestic private investment as government borrowing declines and the availability of money increases. The Finance Ministry would also like the politicians to go back on their promises to cut taxes.

The third proposal comes from big business, as represented by the Keidanren, the Federation of Japanese Economic Organizations. The Keidanren calls for a deliberate program of private investment in major projects; in effect the businessmen would take over from the government

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Venture Capital Becomes an Industry

Special to the IHT

TOKYO — If an international venture capitalist is looking for a promising investment in Japan, there is a flourishing industry that meets the bill. It is new, popular, and generally an industry of small companies. It is an ideas business. It is relatively risky, but not impossibly hazardous. It promises healthy long-term returns. It has a big appetite for equity capital. There is still room to get in on the ground floor. It has the official backing of the Ministry of International Trade and Industry. And it is something that a venture capitalist knows a little about already.

It is the venture capital industry. In August alone, three venture capital organizations were formed.

At the beginning of the month, the nation's second-largest bank, Fuji Bank, set up Fuji Investment. Capitalized at 450 million yen, Fuji Investment has as its shareholders Fuji Bank, a closely associated trust bank, Yasuda Trust & Banking, and a number of other companies in the Fuyo group, the industrial group centered

on Fuji Bank. Fuji Investment will provide financial services to venture businesses.

In mid-August, Orient Leasing announced that it was setting up a venture capital management company with British, U.S. and Japanese shareholders. Orient Leasing will own 40 percent of the new company, which will be called Orient Capital. The British merchant bank Bank Brothers will have 20 percent, and a San Francisco-based venture capital firm, Hambrecht and Quist, will have a further 20 percent. Four Japanese companies — Sanwa Bank, Daiwa Securities, Daiwa Securities Research Institute, and Dai-ichi Mutual Life Insurance — will have 5 percent each. The new company is initially capitalized at 300 million yen and expects to start operations in October.

Later in August, Dai-ichi Securities announced that it would accept venture capital investments beginning in October. The brokerage house, one of Japan's small securities firms, has close ties with the Long-Term Credit Bank of Japan, which will be one of the shareholders in the firm's new venture, Dai-ichi Capital. This newest entrant to the venture capital field will start with a capital of 200 million yen.

The three newcomers are joining the most fashionable area of corporate finance in Japan. In the last year, the venture capital business has seen a rapid growth in the volume of funds committed and in the variety of vehicles created. According to one recent estimate, about \$300 million has been invested in the sector.

The industry leader is Japan Associated Finance, which has a capital of one billion yen and which has invested in about 100 companies. Japan Associated Finance's main shareholders are Nomura Securities and Nippon Life Insurance. Nippon Investment and Finance Co., backed by Daiwa Securities and the Long-Term Credit Bank of Japan, is equal in capital to Japan Associated Finance, but behind in investment.

Japan Associated Finance was set up in April 1973, one of a number of companies established in the first flush of enthusiasm for venture capitalism. That enthusiasm was based on the rapid growth of the world economy in 1972 and the first half of 1973, and on Japan's performance as the fastest growing of the industrial-

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BASIC DATA

AREA: 377,000 square kilometers. Population: 118,693,000. Largest cities: Tokyo (population: 8,350,000), Yokohama (2,770,000), Osaka (2,650,000), Nagoya (2,090,000) and Kyoto (1,470,000).

PRODUCTION — Gross National Product in 1982: 251.26 trillion yen. Growth, 1976-1982 average annual rate: 4.5 percent. Gross fixed investment in 1982: 31.1 percent of GNP. Public consumption in 1981: 10.2 percent of GNP. Current public revenue in 1981: 29.4 percent of GNP.

FOREIGN TRADE AND PAYMENTS — (In millions of 1982 U.S. dollars) Commodity exports (FOB): 137,663. Commodity imports (FOB): 119,584. Exports of goods and services: 16.6 percent of GNP. Imports of goods and services: 16.0 percent of GNP.

INDUSTRY — Japan's industrial equipment, in 1979, numbered 739,304 plants that employed 10.86 million production workers. Since 1920 there has been a shift from light to heavy industries with the production of electrical appliances and electronic machinery registered the greatest strides. Television sets in 1980: 16.3 million, radio sets (1980): 17 million, cameras (1980): 14 million.

NATIONAL BUDGET — Ordinary revenue and expenditure for the fiscal year ending March 31, 1983, balanced at 46.68 billion yen.

TOURISM — In 1980, 1,316,600 foreigners visited Japan, 319,000 of whom came from the United States, and 90,900 from Britain. Japanese traveling abroad totaled 4,006,388 in 1981.

MONETARY UNIT: The yen is circulated in coins of 1, 5, 10, 50 and 100 as well as bank notes of 100, 500, 1,000, 5,000 and 10,000. \$1 = 245.0 yen (on Sept. 8, 1983).

The Price of Success

"The paradox is that, just as Japanese are recognized as being more successful, they find themselves not more liked but less liked by the rest of the world."

By Ezra F. Vogel

CAMBRIDGE, Massachusetts — If Westerners talked of stocks as Japanese do, we would have recorded since 1975 the "three big Japanese success stories":

- Lower-price quality automobiles. It was one thing for Japanese to do well in small things like cameras, watches, radios and hi-fi, but who would have thought of automobiles? It was not the high quality, for other countries can match quality. It was the realization that Japanese could produce cars at \$1,500 to \$2,000 cheaper than other countries and that other countries have trouble seeing how to bridge the cost gap.

- 64K RAM memory chips. It was bad enough for Japanese to lead the world in shipbuilding, steel and automobiles, but who would have thought computer components? By 1982 Japan had captured 70 percent of the world's 64K RAM market and was poised to beat competitors in the 256K RAM market as well.

- The fifth-generation computer project. The international conference in the fall of 1981 to announce the launching of the fifth-generation computer project revealed to the world that Japan planned to lead the world in high technology.

Western reactions to the shocks are a peculiar mixture of belief in almost inhuman Japanese capacity and doubts about the success.

On the one hand, Japanese are seen to be almost unbeatable at any competitive economic effort they put their minds to. On the other hand, many Westerners want to believe that the Japanese succeeded unfairly, by stealing secrets, allowing internal cartels and unfair subsidies, unfairly protecting their markets. How else could they have gotten ahead? These Westerners want to believe that the price of success is too high: tiny apartments, low standard of living, workaholic lifestyle, lack of fun, enslavement of youth studying for exams. They want to believe that Japan is

about to be caught in the same problems as the West: aging population, leisure-loving youth, decadence, laziness, the end of the permanent employment system. Having just spent a sabbatical year roaming around Japanese factories, mines, offices and research labs, I must report that the demise of Japanese success has been greatly exaggerated.

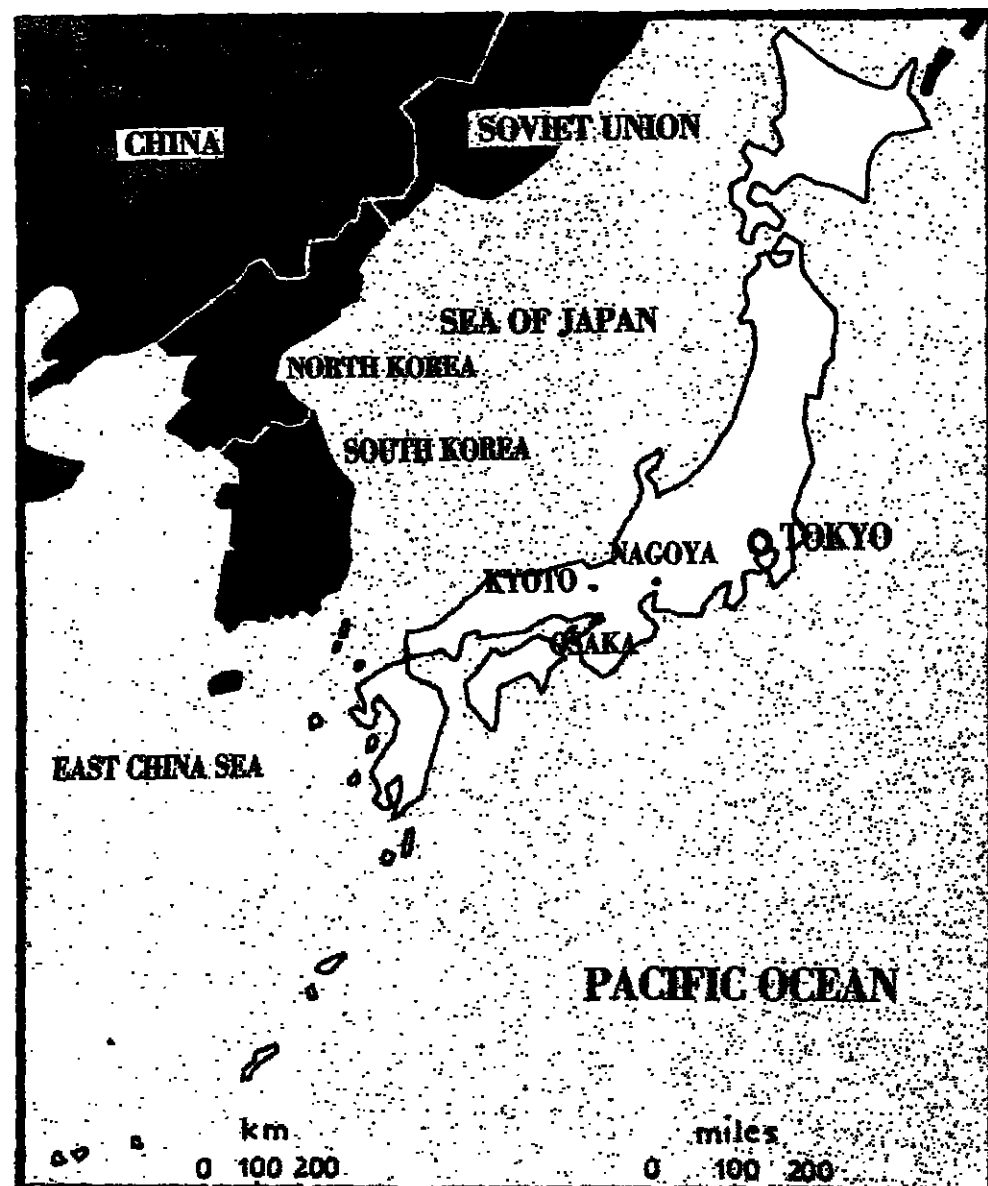
Students have been hitting teachers, but the numbers are so small that each case is a big newspaper article. Unemployment has been rapidly rising, but it is still less than 3 percent. There is great worry about the aging of the population, but the worry is used to create long-term plans to handle the financing without greatly burdening existing institutions. There is a great concern over government deficits, but a far smaller portion of gross national product goes into government activities than in any other industrial country. There is great breast-beating about lack of creativity, but in the meantime research budgets and new discoveries, patents by Japanese in Japan and abroad are multiplying, and more new technology is being exported than imported. Westerners suspect that the permanent employment system will be overturned by slow growth, but Japanese companies in declining sectors take smaller entering classes, reduce pay differentials by seniority, and encourage early retirement, scarcely denting the permanent employment system.

Meanwhile, Japan goes about introducing more robots, more computer-aided manufacturing than any other country, as well as stepping up advanced research projects in all critical areas for the future.

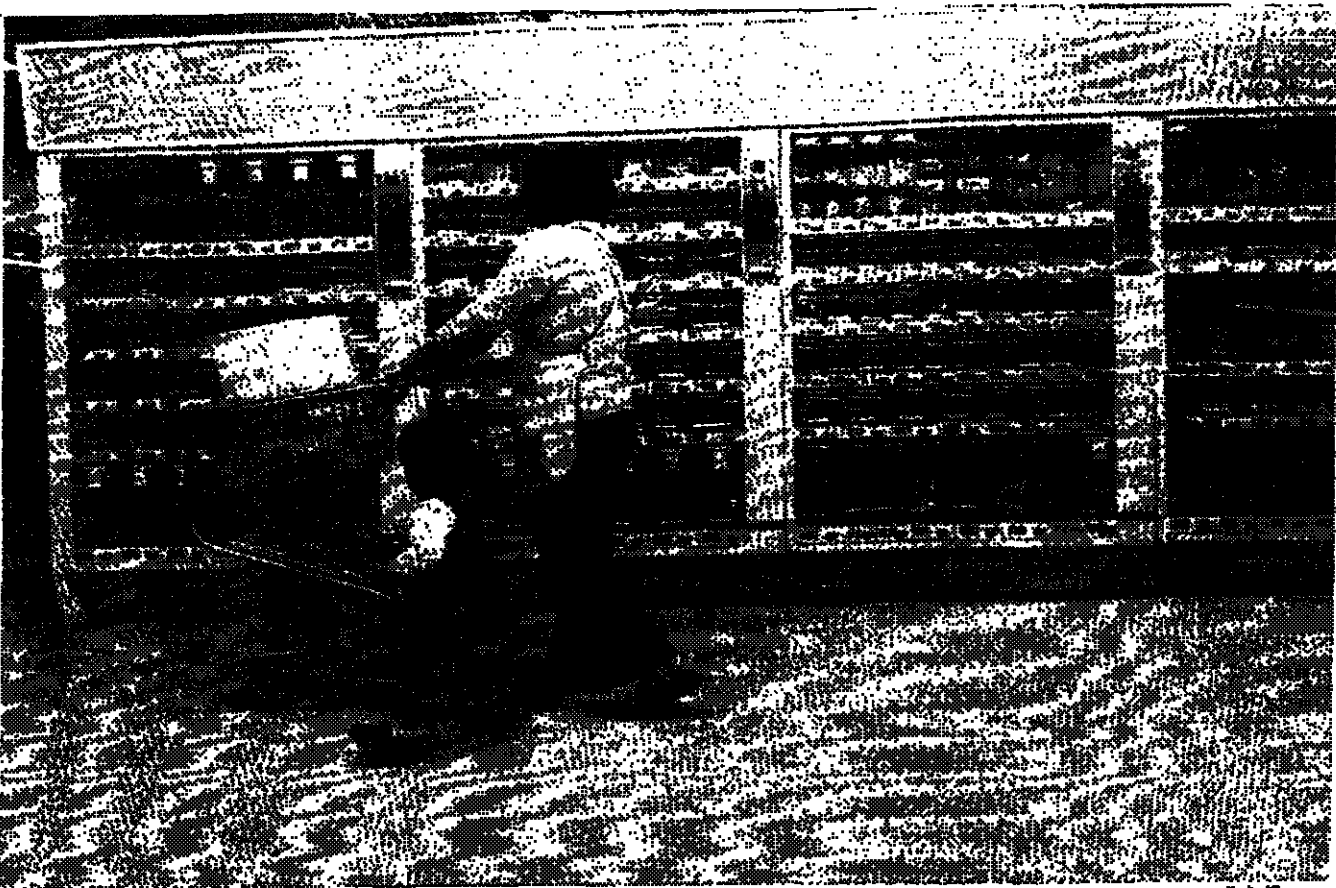
The paradox is that, just as Japanese are recognized

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Ezra F. Vogel, professor of sociology and director of the U.S.-Japan Program at Harvard University, is the author of "Japan as Number One."



JAPAN



Advanced retailing: Shoppers in a automated supermarket in Kokubunji.



The world's largest electrical appliance flea market at Akihabara rang up sales of \$1.5 billion last year.

Venture Capital Investment in High-Technology Companies Becomes Industry

(Continued From Preceding Page) ized economies. It was a rationale that did not survive 1973 and the first international oil price shock. Some of the early venture capital companies were forced to close when the companies they had nurtured failed.

Nippon Investment and Finance Co., on the other hand, is the largest of the new group of venture capital companies (it was started in August 1982).

The new companies look to the potential of Japan's high technology industries, especially its electronics firms, and to products that have been invented or refined in the last few years — diagnostic and calibration equipment for industry,

science or medicine, computer hardware and software, communications and broadcasting equipment, consumer electronic goods, new applications for ceramics and plastics, new materials such as carbon fiber, and various biotechnology applications ranging from genetic engineering to interferon production.

The venture capital companies have come up with a variety of ways to attract money to the high technology companies. Japan Associated Finance pioneered the idea of venture funds, which are fixed partnerships in which the investors reap the benefits of backing companies that Japan Associated Finance finds. So far, the company

has set up four funds, one of which specializes in small companies, and has garnered about 12.5 billion yen. Roughly half of the partnerships' funds have come from overseas investors.

This year, the French bank Paribas set up a venture capital fund in Hong Kong. Called Paribas Ven-Japan, it will be used to invest in promising Japanese companies with the assistance of Japan Associated Finance, which has signed a consultancy contract to advise Paribas on its investments.

Orient Leasing's new venture also promises to bring new expertise and techniques based on the experience of its foreign shareholders. Orient Capital will be learning

the business from experts, much as Orient Leasing itself started 20 years ago, by sending young executives to study leasing in the United States.

There is no shortage of risk funds in Japan. In addition to the domestic venture capitalists, there is a growing influx of foreign risk capital. Ministry of Finance statistics show that foreign venture capital firms began to invest in Japan around August 1982, and inflows rose to a peak in March of this year, when ministry figures show 46 cases of investment in Japanese companies' equity. The latest figures, for May, show 30 cases of investment, down from the peak level in March but still substantial

(there were virtually no instances at all as recently as 1981).

"Therein lies some concern about where the current boom is going," said a recent editorial in the Japan Economic Journal. "This is not so much a boom of venture business as of venture capital."

That assessment is probably too harsh. There is much the same demand for financial backing of new market ideas in Japan as anywhere else. And if some MITI statistics are any clue, Japan's new businessmen are as skilled as their counterparts overseas in using the new supply of capital to get their enterprises into production. The ministry has an affiliate, the Venture Enterprise Center; it was set

up in 1975, and it helps new businesses by guaranteeing their bank loans. By definition, new risky businesses have difficulty in raising commercial bank loans, especially in Japan, where the principle of secured lending against collateral is still the norm rather than the exception.

The center's statistics show that, of the 192 guarantees that MITI has extended, the ministry has had to pay up on only 16. According to the center's assessment of the statistics, 16 defaults is relatively high, and ministry officials seem to think that the default rate shows a lack of management ability on the part of the new firms. In fact, by international standards, a default rate of under 10 percent is surprisingly low, given the riskiness of the ventures and the generally difficult trading conditions of the last few years.

There has been criticism of one aspect of the venture capital companies' activities — that is whether they are truly interested in lending on a venture basis or whether the

new lending and financing vehicles are merely a repackaging of banks' and securities houses' conventional commercial funding.

Nobody expects the new venture backers to be altruistic. They are in the business in order to spot profitable companies before their competitors, to nurse them to commercial operations, and to corner the market in providing them with financial services once they are viable entities. For the securities houses, the biggest incentive is to get the mandate to list the new company on the Tokyo Stock Exchange. Recent new issues have been spectacularly profitable. If, along the way to commercial operations and public listing, there are social benefits like more jobs, better products and more competitive manufacturing markets, so much the better, but they are incidental to making a profit.

Nevertheless, companies that have grown because of venture capital backing have complained that their backers have been too quick to seek a short-term profit and that, on occasion, backers have pre-

ferred to see a company run strictly to yield dividends rather than as management preferred. And there seems to be a general preference on the part of the venture capital firms to stick with the least risky, quickest maturing ideas, especially in electronics. Naturally, backers like to have some near-certainties on their books to pay for the failures or the projects that need long research. But there is a feeling that truly risky projects still do not get serious attention, even from the firms that are meant to be good at assessing them.

If that is true, then there are lots of good prospects still to be found in the corporate undergrowth, by investors willing to stake and lose risk capital. If it is not true, and Japan's venture funds are bankrupting only the soundest of small businesses, then some of the venture partnerships seem set to declare generous dividends on their investments. Either way, the venture capital business seems ready to offer opportunities for some years to come.

C&C

COMPUTER AND COMMUNICATIONS

TECHNOLOGY

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Computers incorporating our own advanced semiconductor plug nicely into this network, trimming profit-eating expenditures all along the way. This applies as much to our large

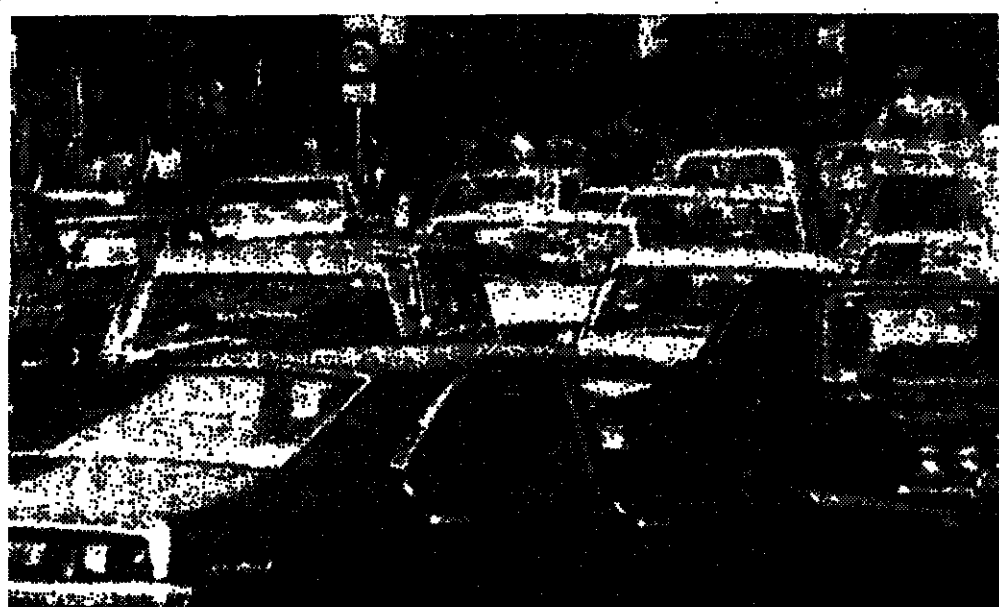


general-purpose computers and ASTRA business computers as it does to personal computers like PC6000, 8800, and 16-bit APC.

The NEC tele-conference system takes our philosophy yet another step. Combining a variety of data processing systems with communications systems, it can save businesses millions of dollars annually — and business people thousands of hours of needless travel.

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NEC
NEC Corporation
Tokyo, Japan



Automobiles jam the Ginza in central Tokyo.

Automakers Expand Production Abroad

(Continued From Preceding Page)

Volkswagen Santana this fall, in an agreement that will bring a European car to the Japanese public at a realistic price.

Toyota, meanwhile, has strengthened its position in the Japanese market with the introduction of the new Corolla and Sprinter models. Sales in this huge range are already affecting such competitors as Nissan.

Toyota Kogyo Corp., which is 25 percent owned by Ford, is getting much closer than in the past to its U.S. partner, and the two companies have just set up a joint project to build cars in Mexico. Toyo Kogyo is already supplying its 323 and 626 models to Ford for sale under the Ford brand name in countries such as Australia, Taiwan and Hong Kong.

Toyo Kogyo itself, meanwhile, is branching out into South Korea. It has taken an 8-percent stake in Kia Industrial Co., which builds Mazda trucks under license.

Isuzu Motors, one of the smaller Japanese auto companies, has also

strengthened its position in South Korea, by taking a 10-percent stake in the Hyundai Group. There are plans for Hyundai to produce a new Mitsubishi front-wheel drive sedan in the 1.5-liter class within a few years.

Mitsubishi has also assured itself a future in Malaysia. It has reached an agreement to provide the technology for an auto to be produced as the "Malaysian National Car."

Honda Motor Co., meanwhile, is concentrating mainly on the United States and Europe. In addition to building Accord sedans in the United States, it has signed a deal with British Leyland for the joint development of a high-quality sedan due to go into production in 1985. Called XX, the project will also result in a car that will be mass-produced in Japan and Britain. It would compete with cars such as the Audi 100, the Peugeot 605, and some BMWs and Mercedes-Benz models.

Isuzu Motors, one of the smaller Japanese auto companies, has also

been widening its horizons. In conjunction with General Motors Corp., which owns 34 percent of the company, Isuzu has set up a company in Egypt to produce 18,000 trucks a year starting in 1985.

Next year it will start to supply GM's British subsidiary, Vauxhall Motors, with kits for the Fargo van for assembly in Britain. Isuzu is also involved in GM's so-called "world truck" project, which involves the production of a range of vehicles that can be produced in GM plants worldwide.

Perhaps the most important deal for Isuzu is its agreement to supply GM with the "R-Car," a 1.3- to 1.5-liter batchback that will be sold in the United States beginning in 1985.

In theory, Isuzu would send 200,000 cars a year to GM. But the agreement has been compromised by the self-restraint policy. If that policy continues, as seems likely, Isuzu will be unable to export the R-Car, and GM may build it in the United States instead.

The Price of Success: Japan's Paradox

(Continued From Preceding Page) as being more successful, they find themselves not more liked but less liked by the rest of the world. Having done what they thought would win them respect, they find only greater hostility.

In part, of course, this is because the rest of the industrialized world is coping with Japanese success on top of its own problems — the post-Keynesian society, unemployment and de-industrialization. But it is also in part because of the narrow nationalism of the Japanese. As Prof. Masao Maruyama has said, the Japanese have no value system that goes above loyalty

to the group. They have accepted assumptions about what is good for Japan, and no one can persuade them to the contrary.

Japanese still widely believe that it is all right to buy advanced machines they cannot produce, but once they can produce them, it is no longer necessary to buy foreign machines, regardless of market competitiveness. It may be that Hitachi stole IBM secrets, but in Japanese eyes it is not Hitachi that is bad, but IBM and the U.S. government for setting a trap.

Unfortunately, the Japanese are now aware that what they accept as so obviously correct since it is for

the good of Japan does not have the same meaning to foreigners, and they cannot believe that their public relations campaigns to try to sell the correctness of their trade practices are backfiring. The most hopeful sign in Japan is that many leading Japanese who formerly thought only of how to make Japan more successful are realizing that Japanese success depends on world success, and they are beginning to think energetically about how to keep the world successful. In the meantime, the rest of the world must think how to cope constructively with Japanese industrial success, and it would do well to prepare for lots more of it.

9.4
USA

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JAPAN

Two Views on the Trade Issue

JAPAN: Japanese imports from the United States doubled in value from 1974 to 1981, at the same rate as its exports to the United States. The year 1979 recorded a 36-percent increase in imports from the United States, while Japanese exports to the United States during the same year were only up 9 percent.

By Motiyuki Morono

NEW YORK—Last year we often heard alarming comments from Washington that the 1982 trade deficit with Japan would surpass the 1981 figure of \$18 billion and would reach \$20 billion or even \$25 billion. (As it turned out, the 1982 deficit was held to \$19 billion.)

Expressions proclaiming "the Japanese market is closed" and that there is "Japanese manipulation of the currency rate" along with suggestions that "U.S.-Japan trade is a one-way street" have become common in some press reports and have provoked indignation and even emotional outbursts of anti-Japanese sentiments.

I believe that the following questions concerning Japanese trade and economic relations require attention and reflection.

• Is the "chronic Japanese trade surplus" a problem for world liquidity?

The structure of Japan's balance of payments has greatly changed in recent years. Constant surplus in its trade account is seen to run parallel to an increasing deficit in its invisible trade and long-term capital account. Extensive tourist activities (an average of four million foreign tourists have visited Japan annually since 1979) and increased payment for shipping, insurance and interest, which has accrued from predominantly American investment, have doubled the deficit in the invisible balance of payment since the late 1970s. This deficit has been running on the order of \$12 billion in recent years.

Japan has also become, since the late 1970s, a leading net-exporter of capital. The liberalization of foreign exchange introduced in December of 1980 marked a dramatic trend in the outflow of capital accelerated by high interest rates in the United States. The fact that the first seven months of 1982 recorded a deficit of \$12 billion in the long-term capital account contributed to the depreciation of the yen. These new trends altered the balance of payment structure, bringing the current and basic balance into equilibrium if not deficit. Since 1974, only the three years from 1976 to 1978 recorded a surplus in the overall balance. In fiscal 1978, even where an ample trade surplus of nearly \$20 billion was recorded, the overall balance showed a deficit. Japan cannot be categorized as a chronic surplus country.

• Is Japan attempting to manipulate the market to keep a low yen rate?

It should be known that the yen depreciated no more than major European currencies against the dollar, and that there is no way for the Japanese government to manipulate the yen rate even if there were such a desire on its part. The massive monetary flow involved makes futile any such single-handed attempt at intervention.

After reaching its bottom of some 278 yen to the dollar in November 1982, the yen has gradually recovered.

Since the first oil crisis of 1973, Japanese industries have adjusted their price structure to be competitive at a higher yen rate. It is clearly understood that the Japanese economy, relying on imported energy and raw materials, needs a stronger and stabler yen rate

and that a depreciated yen is not desirable as it may trigger protectionism in a world where trade is already contracting with a world recession.

We can expect that the yen will gradually appreciate.

• Will the U.S. trade deficit with Japan continue to widen? (The deficit in 1981 was \$18 billion and despite expectations that it would reach \$20 billion in 1982 it was held to \$19 billion.)

The \$5.9-billion increase in the deficit of 1981 over 1980 was composed of about \$1.3 billion representing a decline in Japanese imports of industrial raw materials such as coal and lumber, due to the downward trend of Japan's industrial production. Also, there was approximately a \$4.3-billion increase in U.S. imports from Japan.

In 1982, the trend was toward stagnation or even decline in the export of key items such as automobiles, steel products and video recorders, while the export of a variety of products such as office equipment, semi-conductors and widely diversified articles, including kneezone beaters, has increased. An undervalued yen, improving price competitiveness, may have influenced the increased export of miscellaneous articles; however, it apparently did not affect the key export area. On a global basis, Japanese monthly exports have shown a decrease from exports for the same months of the preceding year since February 1982.

Japanese customs clearance statistics indicate that in the 12 months from January through December 1982 Japan's total exports to the United States registered a decline of more than 5.9 percent over the same period of 1981.

The most dramatic reduction was witnessed in the steel industry, where exports decreased by 25 percent in dollar value. This was due mainly to reduced demand for steel pipes, resulting from the downward trend in oil drilling in the United States. Japanese steel exporters, who sought to keep a price level reflecting a fair value, found themselves rapidly losing their sales in the face of fierce competition from European and Third World exporters and price cutting from U.S. mills. In addition, imports of video tape recording equipment and other tape recording equipment dropped by 13.6 percent. Saturation is rapidly reached in a market with a weak consumer demand.

Is this downward trend in key export items likely to continue in 1983? Whether or not there will be a continued increase in diversified exports depends upon the yen rate and the strength of recovery in the United States. On the other hand, it is hoped that the recovery in Japan may pick up in such a way as to stimulate demand for imports and thus reduce the deficit.

• Is the Japanese market a closed market discriminating?

(Continued on Page 16S)

The author is the Japanese vice minister of foreign affairs and was director-general of the Foreign Ministry's Economic Affairs Bureau before becoming ambassador to Morocco and later Japanese consul-general in New York City. He wrote the following article as a farewell letter to American business friends before leaving New York earlier this year to return to Japan.

UNITED STATES: Anecdotes abound concerning American businessmen whose products, once they began to succeed in the Japanese market, were hindered or denied entry under the lot approval system. There is no question that the lot inspection system has a chilling effect on exporters to Japan.

By David R. Macdonald

WASHINGTON—Any discussion of trade with the Japanese begins, as it must, with contrasting perceptions that Japanese government officials and their U.S. counterparts have regarding each other's trade policies.

As Sue Schwab, trade specialist for Senator John C. Danforth, Republican of Missouri, said, the Japanese look at the United States—and particularly Congress—as a powerful and unreasonable group of politicians who, not understanding Japan, make it a scapegoat for domestic economic problems arising from America's bout with "advanced country" disease.

Many government officials in the United States, on the other hand, perceive Japan as a manipulator of the tools of industrial and fiscal policy to gain an edge in export competitiveness, and as a utilizer of government-sanctioned cartels, subtle regulatory requirements and not-so-subtle quotas to avoid competition in its home market.

Neither view is accurate, but each contains a kernel of truth. Any disinterested observer could hardly blame Japan for the increased difficulties that the United States is encountering as it competes in world markets.

Besides our monetary policy, there are two broad areas of U.S. government policy that have increased U.S. competitiveness. First, there is the intentional U.S. policy of attempting to apply our laws extrajurisdictionally, whether in the form of a foreign corrupt practices act, anti-boycott legislation, antitrust restraints on U.S. corporations operating abroad, attempted prohibitions against exporting freely available products to Comecon countries or taxation of U.S. export profits earned abroad.

Secondly, there is the unintentional U.S. policy over the last 15 or 20 years of starving our manufacturing industries of access to capital, through inflation, taxation and inadequate depreciation allowances.

The success of the United States in international competition over the next 10 years will probably be more dependent on the ability of our companies to gain access to capital (both human and mon-

etary) at reasonable cost than on any other input.

Whenever these difficulties are acknowledged in trade discussions with the Japanese, however, their response is to heave a sigh of relief and say, "Ah, I'm glad that you finally understand our problem."

At this point, we on the U.S. side have to remind our Japanese colleagues that just because the United States has problems of its own does not mean that the Japanese do not have problems in living up to their international trade commitments. Because, despite these obstacles that the United States has erected in front of its own exporters, a great number of those exporters have ingeniously hurdled them and have developed premier products successful everywhere in the world except in the Japanese market itself. To understand why, it is necessary to examine the mundane problems of exporting to Japan—problems that the Japanese political leadership is now addressing.

Historically, Japan has imported products pursuant to a "lot inspection" system, whereby each shipment of imports is subject to approval on the docks, not only by the Japanese customs inspectors, who check the valuation and classification of the product, but more importantly, by the government agency, such as the Ministry of Health and Welfare, which determines whether government standards applicable to the product have been met. Until recently, it was not always possible to know exactly what those standards were.

Standards were subject to change without notice, and foreign participants were excluded from membership in agencies setting standards.

Until the product lot receives a favorable ruling from the relevant ministry, the process of clearing customs cannot even be started.

Thus, although the customs processes import almost as fast as the U.S. Customs Service, the difference is that an exporter to Japan may require 60 days or more to obtain product approval before commencing the customs approval.

In contrast to this painful and costly import process, the Japanese exporter generally is able to ship manufactured goods to the United States based either upon self-certification of compliance with U.S.

standards or certification of the product by an independent testing company. Thus, \$14 billion in Japanese cars are shipped to the United States on the basis of self-certification with U.S. standards (except for systems monitored by the Environmental Protection Agency), while all U.S. exports are subject to individual lot inspection. The unfairness felt by American exporters over these divergent procedures is exacerbated by the fact that the Japanese government certifies Japanese factories producing for the Japanese market without subjecting each batch to a testing procedure.

Anecdotes abound concerning American businessmen whose products, once they began to succeed in the Japanese market, were hindered or denied entry under the lot approval system. Many are undoubtedly apocryphal, but there is no question that the very nature of a lot inspection system of import approval has a "chilling effect" upon an exporter to Japan who desires to make the required investment in market analysis, advertising, distribution and sales follow-up. It adds real risk to the front-end costs that must accompany any successful foreign marketing effort.

This somewhat laborious explanation of the contrasting import procedures of Japan and most of its trading partners is necessary to understand the debate over whether the Japanese market is closed. Unless detail is supplied, the Japanese tend to dismiss out of hand U.S. allegations that Japan's market is closed.

On March 24, 1983, the government of Japan announced that, after reviewing its import methods and procedures, it had decided to amend 18 different laws relating to the method by which foreign goods are imported into Japan. This comprehensive "restructuring" of Japanese import laws is a most impressive display of courage by the elected officials in Japan, from Prime Minister Yasuhiro Nakasone on down. The government of Japan is in the process of drafting and adopting regulations to implement the new legislation.

If the Japanese create a system whereby a U.S. company can, for example, obtain one-time certification of its product for export to



A worker at the Honda factory.

Japan by, for example, Underwriters Laboratories acting on behalf of the Japanese government, Japan will have taken a major step to quiet foreign criticism of its trade policies. If, on the other hand, the Japanese effort merely results in increasing the speed of the lot inspection system, the criticism of Japan as essentially a protectionist country will not cease. There is simply too much opportunity for abuse of the present Japanese system at the hands of those who administer it—middle- and low-level career officials. The attitude of some of these officials is typified by a recent memorandum from a Japanese government official of the Tobacco

Corporation advising his staff how to limit sales of American cigarettes in Japan by removing point-of-sale advertising and excluding American cigarettes from Japanese vending machines.

In agriculture, the Japanese defend their quotas on 22 classes of products by correctly pointing out that the United States itself has defense mechanisms against unwanted agricultural imports.

(Continued on Page 16S)

The author, a former deputy U.S. trade representative, is a partner in the law firm of Baker & McKenzie in Washington.



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JAPAN

Rising Proportion of Retired Persons Strains Government Pension Programs

TOKYO — Behind its facade of prosperity, Japan faces a growing problem: Its population is aging at a faster rate than that of any other industrialized society, while government pension programs threaten to prove inadequate to support the retired and elderly.

The Japanese worker who has reached the age of 60 currently receives about 108,000 yen (\$450) a month from government pension programs, or roughly the equivalent of 44 percent of his paycheck, provided that he has made his monthly payments into the system for 24 years.

Pension recipients under the government's two major programs total more than 16 million. The number of recipients under the Welfare Pension Fund — to which salaried workers belong — is expected to increase sixfold by the year 2025, and the number collecting from the National Pension Fund — covering self-employed workers and housewives — is expected to grow 1.6 times.

On the other hand, the number of Japanese paying into these funds will grow at a much slower rate as the percentage of elderly in the population rises and the population increase itself continues to slow after reaching a peak in 1972, officials said.

Japanese above the age of 60 account for 9.6 percent of the population of 118 million. This ratio is expected to reach 15.6 percent by the year 2000, which will raise government welfare costs to 23 percent of the national income by that year. By 2025, the over-60 population is expected to represent 21.3 percent of all Japanese.

The Welfare Ministry's latest white paper reports that welfare spending in fiscal 1980 totaled 24.6 trillion yen, representing 12.7 percent of the national income. Thus, in another 17 years, the percentage will almost double. Welfare spending in monetary terms will grow at a much higher rate, taking into account the level of the national income in 2000.

The government's current pension systems were instituted in 1954 as Japan approached a period of high economic growth, when the population was younger and welfare resources were abundant. Now, in an era of slow growth stemming from the first oil crisis of 1973, the government has been forced to resort to deficit-financing bonds to cover the gap between increasing expenditures and lower revenues. And with deficit-covering bonds accounting for more than 30 percent of the national budget, drastic measures have been called for.

The Welfare Ministry has under study plans to reduce the limit on the annuity a worker can receive to 60 percent of his average income. As the system stands, workers would soon be entitled to receive more than 80 percent.

Another proposal the government is pushing is an extension of the retirement age. The traditional pattern of retirement at 55 remains strong despite the fact that Japanese today have one of the longest life expectancies in the world, which, not so incidentally, compounds the pension problem. On the basis of a survey in July, it was shown that the average for men is 74.22 years and for women 79.66.

Only 40 percent of Japan's larger companies have extended their retirement age to 60. Despite special laws requiring at least 6 percent of a company's work force to be over 55, almost half of all firms surveyed by the Labor Ministry fail to meet this "high-age" minimum. Among firms employing more than 1,000 workers, the percentage is 5.4 percent.

The government's goal, perhaps too optimistic, is to make 60 the accepted retirement age throughout Japan by 1990, with provisions for part-time employment after 60 and voluntary employment after 65.

Elderly Japanese are themselves seeking greater economic independence. As the traditional values requiring sons to look after their parents were discarded after World War II, the

adjustment has been difficult and lonely, and for many it is likely to become even harder.

One out of every 4.7 Japanese will be 65 or more by 2025. The number of households by that year is estimated to reach 46.8 million, against 36 million today. Yet, the number of elderly who live alone is expected to increase to 6.5 million, or 7.5 times the current number.

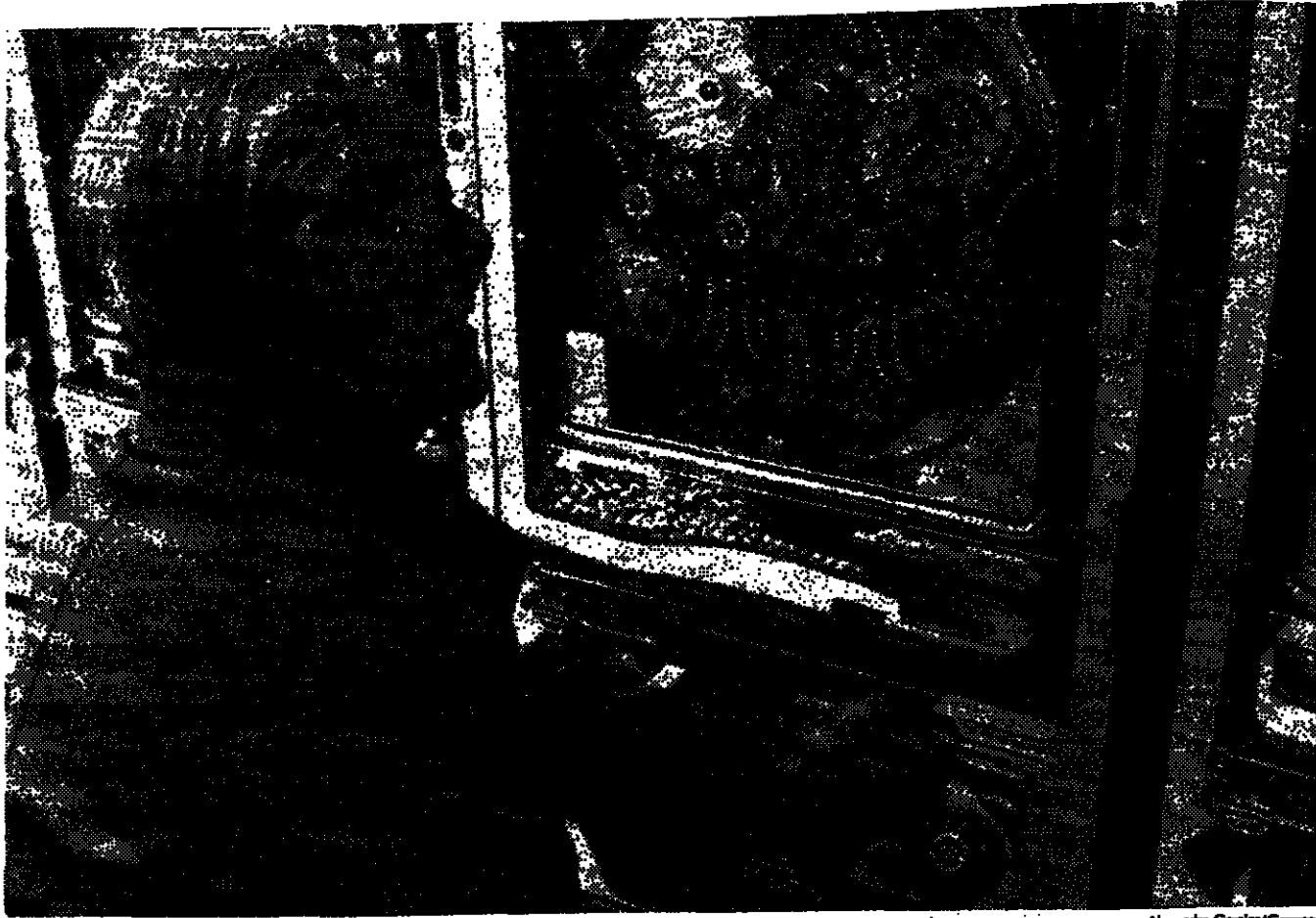
A recent poll by the Prime Minister's Office indicated that 67 percent of Japan's elderly are apprehensive about whether their welfare and medical needs would be adequately met in the future.

For the average salaried worker, his goal is to be able to complete the payments on his house and provide for the weddings of his children before he retires, which in his mind still means 55. After retirement, the fortunate will be given jobs for a few years at subsidiaries at a fraction of their pre-retirement pay before joining the rest of the nation's retired workers to live off the interest on their lump-sum retirement allowances (which average \$43,000) and the government's pension payments.

Some of the bigger firms have begun paying retirement allowances on a monthly basis rather than under the traditional lump-sum formula to help themselves as well as employees unaccustomed to the temptations of such a large sum of money.

By the definition of the United Nations, a nation's population is aged when the elderly account for 7 percent or more of the total. Japan passed this mark in 1970. Other industrialized nations reached this point between the latter half of the 19th and first half of the 20th centuries. From 7 percent to 14 percent, it took them from 45 to 105 years, compared to Japan, which will reach 14 percent by 1996, or in just 26 years. No industrial country has experienced such a rapid aging rate, and the accompanying problems will be great.

—KEN ISHII



An elderly man plays the popular game Pachinko.

A Nation of 30 Million Television Sets

By Rod O'Brien

TOKYO — The flashback to the day when Japan had only 885 television sets seems almost surreal. It was Feb. 1, 1953, when the set made its debut. Pedestrians spilled dangerously into traffic, which had to be redirected away from shop fronts.

Today, there are more than 30 million sets — often two, even three to a home. Moreover, export waves of the latest models have been so strong that some people may have difficulty believing that television was not a Japanese invention.

Thirty years ago, RCA was marketing black-and-white sets in Japan for an exorbitant 216,000 yen (\$600 at the time). Business at that stage for both distributors and broadcasters looked quite risky. However, fears quickly evaporated, and within 10 years 83 percent of the nation was covered by television networks.

Today, Japan has the 1.5-inch screen by Matsushita. It weighs 600 grams (21 ounces) and is sold for 90,000 yen (\$370.37). Even more recent is Mitsubishi's printer, which when plugged to a television screen will produce "hard copy" photographs within 15 seconds. The print will cost 360 yen, the television set 258,000 yen and the printer 69,800 yen.

High-definition television with double the scan lines is being planned — for greens that have not yet been marketed. This will be accomplished with a Japanese satellite to be launched next February. Signals from the Japan Broadcasting Corp. will then penetrate mountainous terrain that so far has kept 420,000 households pictorially in the shade.

Pay-meter sets have been installed in some taxis. At contemporary theaters presenting edited sequences of Shakespeare or Greek tragedies, one has a distinct impression that the frame-by-frame clip of television has greatly influenced the production.

Television also has been held responsible for displacing the small shrine as the focal point of living-room space. There is a feeling, too, that it has caused desolation of the mind and created autism among families, as well as having become more of a companion to children than their "workaholic" parents.

It is also believed to have helped transform the dark, postwar mood of a defeated Japan. Makoto Kitagawa, the programming board director at Nippon Television, Tokyo's most powerful commercial network, said: "It contributed toward the democratization of postwar women. Until television, women remained confined in a narrow world. But, no matter how primitive our television might have been, it started an information flow as well as entertainment and added especially to education."

It was also a strong advertising medium that introduced consumerism, stimulated demand and ultimately the economy. NTV's founder, Masutaro Shoriki, had a vision about "resourceless" Japan, except for hands, capable of intricate mastery at speed. He believed these hands would have a role to play in building the television industry — a concept that came true.

Japan's television sales are so brisk it is estimated that the 1983 results may top the record 7.07 million units last year. The high-growth period for television profits from advertising, however, was 1976 to 1979. Today, there is almost no growth, reflecting the economic downturn.

Polls by the Japan Broadcasting Corp. show that audiences are becoming less interested in the screen. Daily viewing time has slipped from three hours and 23 minutes seven years ago, to three hours 0.1 minute this year.

Isawo Otsuka, assistant manager at Japan Broadcasting's opinion institute, said that the "matre" phase when the public could not get enough television was 1957-1975. Today, no-

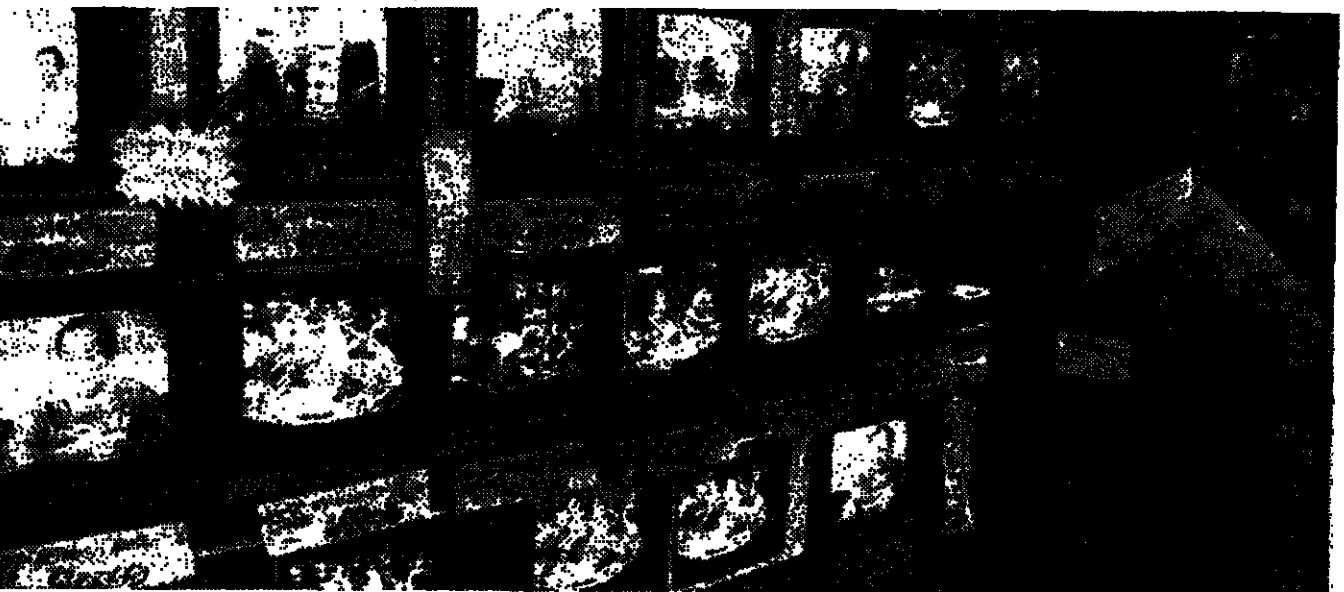
body expects audience interest to rise. The saturation point arrived in step with economic recession.

Women, particularly those working part-time, joined the labor force in greater numbers to contribute to the family income. They and their teen-age children are now less likely to watch television. Cultural centers and sports stadiums have also attracted both women and the young who want more activity and education in their leisure time.

For the first time Japan Broadcasting surveys are showing that viewers want less drama than before. In fact, all the networks are searching for formulas to regain both women and the younger generation. They find that quiz shows with audience participation and story-telling comedians are attracting more interest.

"The situation has become more complex, particularly in off-peak hours," Mr. Kitagawa at NTV said. He said that this year television stations faced even more competition because Japan has cable television "fever," with several projects under way.

Japan Broadcasting, funded mainly by viewer subscription, is not dependent on advertising revenue. Therefore, after discovering that most Japanese are in bed from 10:30 P.M., the station has put on the air a summary and analysis of the news at 9 P.M., Monday to Friday, as a kind of nightcap. This slot could take a very different kind of program that would easily win better ratings than the 15 percent or 16 percent the news program gets. For instance, a long-running piece portraying the life of the first shogun, Ieyasu Tokugawa, who died in 1616, has ratings of 20 percent every Sunday night. It is particularly favored by men in salaried ranks, who are said to be "drawn" to the program because pageantry and power of leadership by Ieyasu provides valuable lessons, still relevant in today's corporate management, Japanese-style.



Japanese customers have a variety of prizes and sizes in television sets.



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Which full service shipping company started out 98 years ago with 58 ships and today runs over 280?

1885 58 ships
68,198 G/T

S.S. Yamashiro Maru Gross Tonnage: 2,528 G/T
Length: 91m Breadth: 11.4m
Service Speed: 8 knots

1925 87 ships
524,312 G/T

S.S. Hakusan Maru Gross Tonnage: 10,380 G/T
Length: 150.89m Breadth: 18.9m
Service Speed: 14 knots



1983 284 ships
7,099,656 G/T

M.S. Kasuga Maru Gross Tonnage: 58,440 G/T
Length: 289.499m Breadth: 32.2m
Service Speed: 23.25 knots

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THE NIKKO PERSPECTIVE

ON WHY Japan is Focusing on High Technology

Haruo Nishio, Managing Director of The Nikko Research Center, Ltd. (NRC) provides a perspective on the Japanese focus on high technology. NRC is a research institute affiliated with Nikko Securities.

RECENTLY there has been much talk in Japan about the importance of developments in high-technology fields. Just what are these fields, how big are they and how fast are they projected to grow?

Nishio: The term high technology is being used extremely loosely. Many scientists use it to refer to the next generation of technologies, such as nuclear fusion, which will not be commercialized until the 21st century. For those of us in the investment field, however, its use is confined to those industries that are presently driving economic growth. They include electronics, mechatronics, biotechnology and new materials.

Without a good definition, the question of size becomes problematic. At Nikko Research Center we have estimated the size of seven product areas which fall under the high-technology rubric. They are consumer electronics, office automation equipment, mechatronics, communications systems, life sciences, semiconductors and new materials. In 1982 the total size of these industries in Japan was estimated at slightly more than \$6,000 billion. Between 1982 and 1987 we project that the average annual growth for these markets will be approximately 19 percent. The range of forecasted growth rates is from 14 percent for life sciences to 32 percent for communications systems.

Another functional way of defining high technology from the investment perspective is to divide Japanese manufacturing companies into three groups: "gram," "kilo" and "ton" companies. The gram group includes many of the industries just mentioned. The kilo group encompasses the automobile, electrical appliance, textile and other industries that led much of the growth in Japan's industrial production during the 1970s. Finally, the ton group covers steel, shipbuilding, construction machinery and other heavy industries.

The trend over the past few years has been for investors to be willing to pay a higher multiple of earnings for the shares of the gram group, a trend justified by the outstanding performance of this group. Since the beginning of 1980, just after the second oil crisis, the average share price of a select group of stocks in the gram group has risen almost five times. During the same period, the kilo group increased over 2.5 times, while the ton group advanced only marginally.

JUST why has there been such a strong interest in high technology in Japan recently, and what are the longer-term factors encouraging this interest?

Nishio: The interest became apparent in the 1970s following the first oil crisis and with the realization that the fast economic growth of the 1960s was coming to an end. There have been three principal factors—technology, resources and markets—motivating the shift to high technology.

First, technology. In the aftermath of the war, Japan faced a wide technological gap between itself and the United States and other industrialized nations. The process of catching up has occurred at a rapid rate, and now Japanese companies find themselves in a position where they must continue to innovate if they are to sustain growth.

Second, resources. The growth of Japan in the 1950s and 1960s was a model case for traditional development theory. During this period, economic expansion closely correlated energy and resource consumption. With large tanker fleets and other facilities, Japan had developed the infrastructure to both import and export in large quantities. But the oil shock made energy and other natural resources both scarcer and more expensive. At that time, companies in many industries perceived a loss of comparative advantage and began to look for means to reduce their dependence on imported resources, while moving quickly to conserve resources.

Third, markets. Japan's economic growth owes much to the growth of demand in export markets, the success in developing superior mass production techniques and the aggressive marketing of Japanese firms. The slower rate of global economic expansion, however, has dampened the pace of growth in Japan's export sectors and forced firms to look for new avenues of growth.

Thus, the current awareness in Japan is that in order to survive and be able to support a large population living in a small area with few

developing higher value-added products. The steel companies, for instance, are doing so with a variety of distinctive products. Some steel firms are even moving into engineering and chemicals. Right now our analysts are looking very closely at company strategies rather than just industry trends.

THERE has been much debate over what role government should play in promoting technological development. What is your assessment of the role of government in the high-technology sector in Japan?

Nishio: This has been a difficult question. Unfortunately, much of the recent debate on the support of high technology—as embodied in the discussion on industrial policy—has drawn on political biases and has not been based on an objective analysis of the facts.

I think the facts in Japan are quite clear. Since the mid-1960s, the government has not had a direct hand in guiding the course of industrial development in Japan. Free competition and the market mechanism have been the basis of economic growth over the past two decades. The role of government agencies—a role that has been frequently misunderstood—has been to facilitate discussion among experts in the academic community and industry. These discussions have been directed at identifying emerging trends and pointing out potential problems facing the economy and society. This has taken the form of various advisory bodies.

In the high-technology area, we are facing a new set of problems. There is still much basic research to be done. Most of it is risky and time-consuming, yet essential for the benefit of both the national and global societies. Thus in Japan, as in other nations, the government is playing a limited role in supporting basic research. The initiative in commercialization, however, is taken totally by the private sector in Japan.

All the data which I have examined points to a much more limited role for government in Japan than in other industrialized nations. In Japan, the government is paying for approximately 30 percent of all research expenditures,

survey, 46 percent of corporate managers said they were planning to hire more people with backgrounds in electronics and communications. The runners-up were mechanical engineering and applied chemistry. In many depressed industries, firms are only hiring research personnel.

SINCE Japanese firms are already at the leading edge of development in many fields, they are forced to innovate. How do you rate the innovative capabilities of Japanese firms, and what are the factors promoting or inhibiting innovation?

Nishio: I think the numbers speak for themselves. If, for instance, we look at the balance of payments on technological transactions, Japan is still recording a deficit, but income as a percentage of disbursements has risen from 20 percent in 1971 to 67 percent in 1981. An analysis of new contracts is even more revealing. In 1971 income from new contracts was still less than disbursements, but by 1981 income had risen to 2.8 times disbursements. The clear conclusion is that Japan is an important exporter of technology—a role which I believe Japan will continue to play in the years ahead.

Another revealing set of numbers is patent applications. Over the past decade, the number of patent applications made each year in the United States has remained stable at about 100,000. In the major European nations, there has even been a slight downturn. But in Japan, the number has gone from roughly the U.S. level to 191,000 in 1980. A significant number of these patents are in such leading edge technologies as optical fibers.

As I mentioned earlier, there are clear historical reasons for the Japanese motivation to innovate. In the process of rebuilding the Japanese economy in the postwar period, there was a severe shortage of engineers and other technical personnel. Many scholarship programs were launched to attract engineering students, and many academic departments and even new universities were established to train them.

At the same time, the emphasis within the natural sciences was different. In Japan it was necessarily focused on the applied rather than the theoretical. I always joke that the one results in patents and the other in Nobel Prizes. Japanese scientists should be aiming for a few more Nobel Prizes, contributing to basic research which will benefit mankind and not just individual corporations. At any rate, it has taken more than 20 years to solve the shortage of technicians, and even now demand is racing ahead of supply.

The telling comparisons are international ones. For the first time, Japan in 1973 graduated more electrical engineers—17,345—from universities than the United States and has remained ahead ever since. Relative to the size of the population, Japan has about as many research personnel as the United States and significantly more than West Germany or France. And as the number I cited earlier would suggest, the best scientific minds in Japan are going into the private sector rather than the defense industry.

WHAT implications does the focus on high technology have for the growth of venture businesses in Japan?

Nishio: There are various institutional factors which suggest that Japan is not likely to experience the type of venture capital boom seen in the United States. There is, nevertheless, substantial room for small companies to grow and entrepreneurs to innovate. My argument is based on the observation that Japan has built an extremely strong base of companies which supply components or specialized pieces of equipment to larger manufacturers and assemblers. These subcontractors are not being left behind in the race to innovate. Many have the capability to accelerate their rates of growth. And the availability of new technologies will create market niches which are best filled by venture businesses.



natural resources, Japan must become a knowledge-intensive society. This implies a shift in the international division of labor as Japan sheds certain industries. And the perceived imperative to innovate has pushed Japanese firms in the direction of high technology.

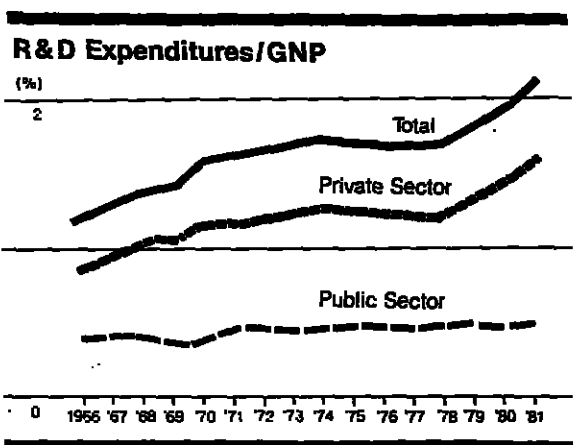
WHAT effects will this new focus on high technology have on Japanese industry—including the growth, mature and depressed sectors—as well as on Japanese society?

Nishio: I think Japanese society, and industrial society in general, is in an important period of transition. If we really take a long-term historical perspective, we see society moving from its hunting-gathering origins into an agricultural society and then on into the industrial society we find ourselves in now. With advances in electronics, however, we are on the threshold of an information society. The United States has taken the lead in making this transition, but Japan is not far behind.

Our analysis is that the process will be one in which the availability of information will accelerate the process of technological development. This in turn will open up new markets. To be honest, the process is already occurring at a faster pace than most experts anticipated—and the rate is likely to accelerate.

The implications are that information and new technologies will permeate every industry. Already, Japanese companies in various industries have indicated their commitment to use what experience and expertise they have accumulated to develop new technologies and products. For example, textile firms are developing carbon fibers. Food product companies are among the leaders in the biotechnology field. And firms in all industries are doing research on the implications of electronics for their businesses or even moving into the electronics industry itself.

The ultimate result of this trend will be a blurring of the traditional segmentation of industries. Companies in the kilo group are attempting to move into the gram group. Even firms in the ton group are trying to leap to the gram group, shedding the less profitable parts of their businesses in favor of information-based businesses. In terms most frequently used during the past decade, the move is in the direction of



excluding defense research, compared with almost half in France. West Germany, the United States and England are in between these two figures. Including defense expenditures, the contrasts are even more marked.

MANY management experts have commented on the long-term perspective from which Japanese management operates. Does this have any particular impact on the way in which Japanese firms proceed with research activities in the high-technology fields?

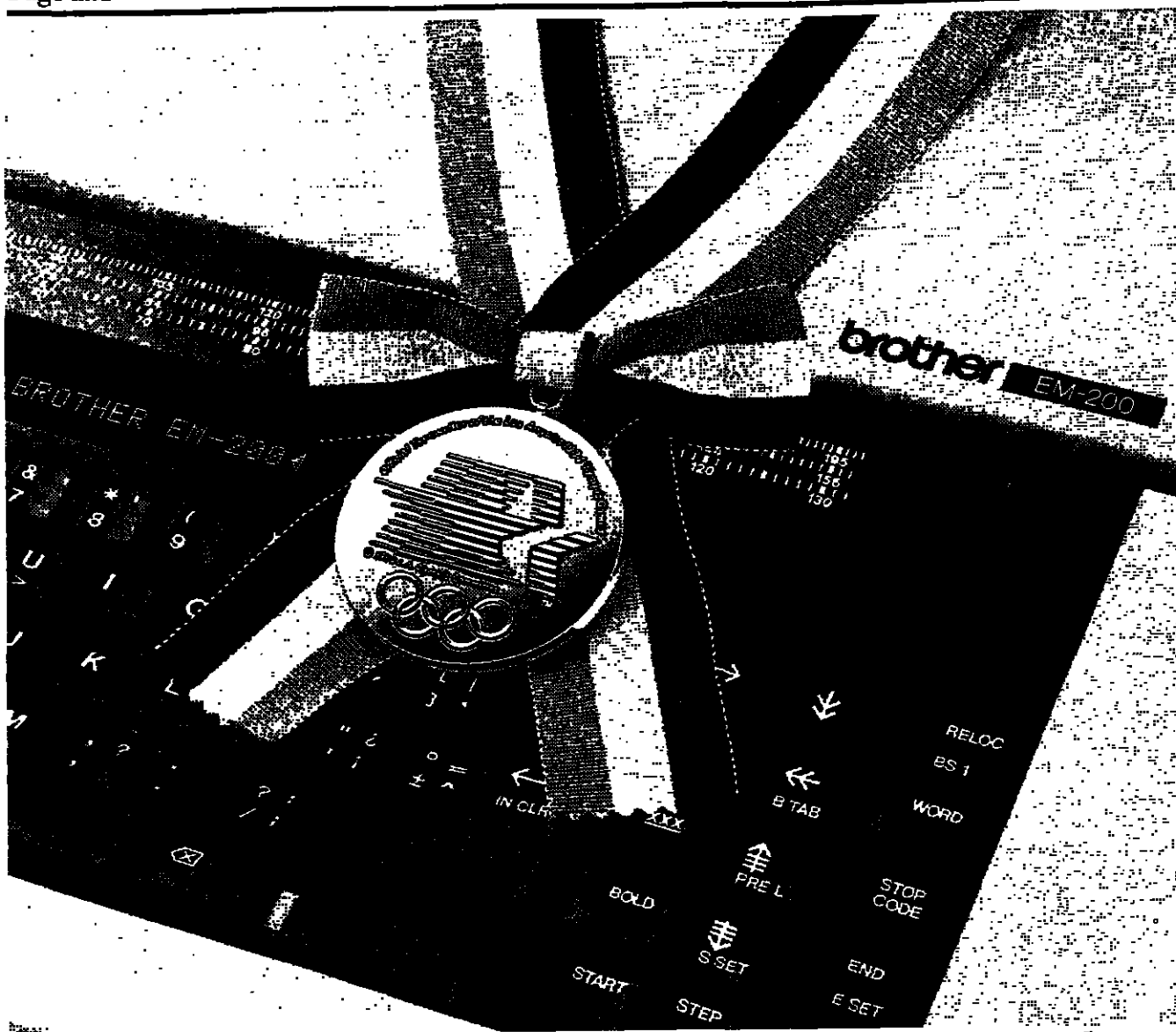
Nishio: It certainly does. It means that they tend to increase research and development budgets regardless of where they are in the business cycle. As the accompanying graph indicates, as a percentage of GNP, the private sector in Japan has almost doubled R&D spending over the past 15 years, from 0.84 percent in 1966 to 1.59 percent in 1981. Even at the industry level, most industries have shown a steady uptrend for R&D spending as a percentage of sales.

One crucial component of this commitment to new product development is the ongoing competition for qualified personnel. In a recent

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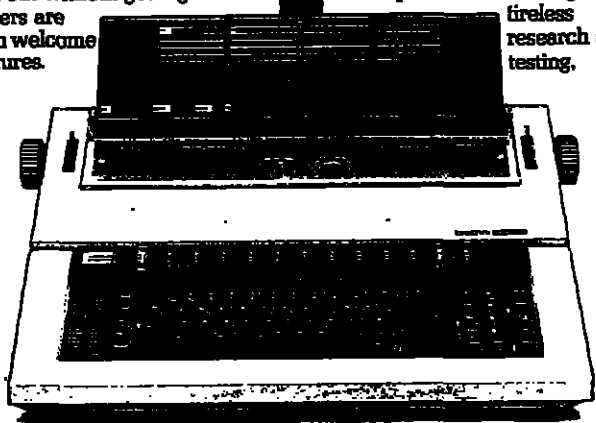
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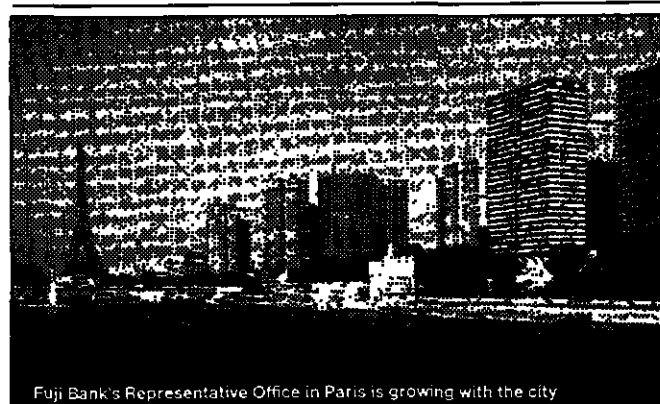


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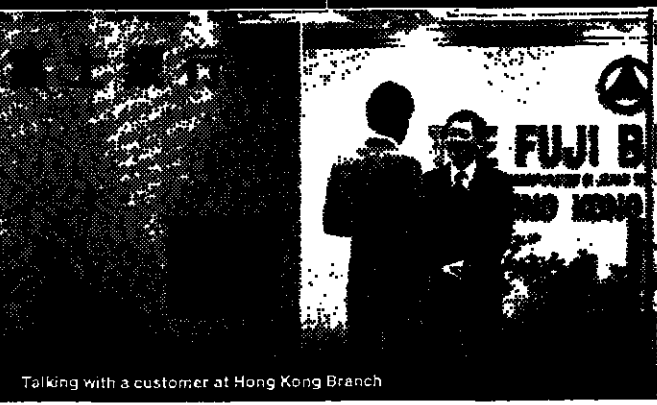
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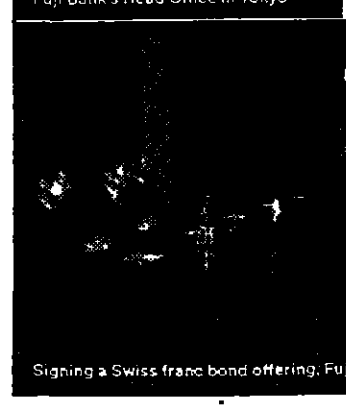
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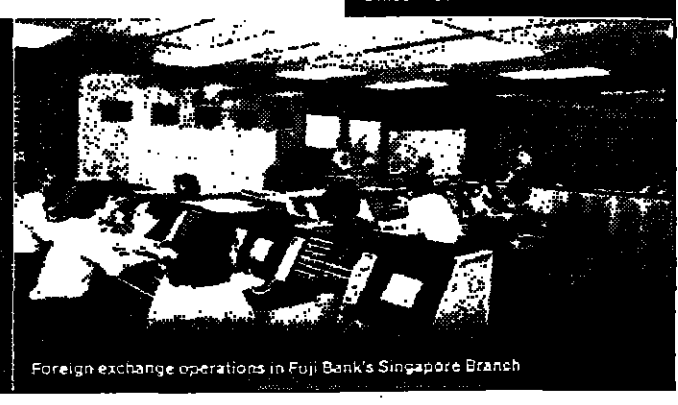
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JAPAN



Unloading cuttlefish at Uozu fishing port on the Japan Sea coast.

Fishing Industry Is Hurt by Fuel Costs, Water Pollution and Declining Stocks

By Walter W. Miller
UOZU — As dawn broke across Uozu's crescent-shaped harbor, Yasuyori Hamaoka offered no romantic visions about life as a fisherman. "The work is hard," he said, adding with a grin that "the only vacation we get is when the weather is bad."

Uozu is a city of about 50,000 people on the coast of the Sea of Japan, 500 kilometers west of Tokyo. Its history and traditions are deeply rooted in the sea.

Mr. Hamaoka, the managing director of the Uozu Fishing Cooperative, explained that the fishermen, who sail out of Uozu harbor every day the weather is good, are being hurt by steep fuel prices, water pollution and declining fish stocks.

The Japanese fishing industry in general also feels it is being hurt by the 200-mile economic zones established from the coastlines of some nations, particularly the quotas set for foreign fleets operating in these zones.

A government report issued earlier this year on the results of the fishing industry during fiscal 1981 said that fish farming should be increased to reduce dependence on deep-sea fishing.

The Uozu Fishing Cooperative has been fish-farming for the last 12 years. Mr. Hamaoka said as he showed a visitor around the Uozu fish market, which early in the morning is jammed with buyers bargaining for tuna, flounder, shrimp, cuttlefish, sea bream, spiny lobster and yellowtail.

Mr. Hamaoka said that members of the cooperative get shrimp and flounder eggs from hatcheries run by the state, hatch the eggs and release the fry into the Japan Sea. "The results have been mixed," he said, "because the Japan Sea is an open body of water and the young fish often swim to other areas."

Since 1977, the government report said, 90 nations have established 200-mile economic zones and these "had a great impact on the fishing operations" of Japan. Fishing off the U.S. coast is one example. In 1977, the report said, before the United States declared its economic zone, Japanese fishing boats caught four million tons of fish in waters off the U.S. coast; four years later, this figure had been reduced by half.

Commenting on the industry as a whole, the government said that fishing around Japan must be expanded since negotiations for winning fishing rights "grow more demanding" every year.

Fishermen in Hokkaido, Japan's northernmost island, face a more precarious problem: Their boats often are arrested by the Soviet Union.

Rich in salmon, turbot and cod, the waters off Hokkaido are contested by Tokyo and Moscow. The dispute involves four small islands — called the Northern Territories by Japan — seized by the Soviet Union at the end of World War II. (Because of this, Japan and the Soviet Union have yet to sign a peace treaty officially ending the war between the two countries.)

Having recently placed about 10,000 troops and a squadron of MIG-21 fighters on two of the islands, the Soviet Union shows no sign of relinquishing its hold. From the Hokkaido port of Nemuro alone 1,200 boats and 8,500 fishermen have been seized by Soviet patrol boats since 1945. Boats and equipment are confiscated and the crews are held for two or three months; ship captains often are jailed for a year.

A more emotional and potentially serious problem is the threat of sanctions imposed against Japanese fishing fleets by such countries as the United States if Tokyo refuses to adhere to the International Whaling Commission's total ban on whaling, which comes into effect in 1986. Japan, along with the Soviet Union, Norway and Peru, is a major whaling nation.

The number of Japanese involved in whaling stands at 1,000. Fifteen years ago there were 15,000. But there is no indication that the remaining Japanese whalers are willing to put aside their harpoons. The government says the industry produces about 17,000 tons of whale meat annually. But 60,000 tons are consumed here every year. The difference is made up by imports from other whaling nations.

Whalers expected Japan's whaling quota for the 1983-1984 season to be slashed during the July meeting in Brighton, England, of the International Whaling Commission. But it was left virtually unchanged from last year.

Nevertheless, the United States, which supports the commission's ban on whaling, has asserted that, if Japan does not stop its whaling activities, heavy sanctions will be slapped against Japanese fishing boats operating in U.S. waters.

Such action could have a devastating impact on Japan's fishing industry, which gets two-thirds of its total catch from within the U.S. 200-mile economic zone. The \$425 million worth of fish caught by Japanese boats in this area is 10 times the value of Japan's whaling industry.

Chunichi Ohmura, vice secretary of the Japan Whaling Association, has assailed the United States and other anti-whaling countries for trying "to force their opinions — and their culture preferences — on others."

"It is not," Mr. Ohmura said, "as if we are randomly slaughtering whales."



The early morning fish auction at Uozu.

Two other problems facing the fishing industry are:

• As Japan ascended into the ranks of an economic superpower, changes in the Japanese diet occurred. The traditional diet of rice and fish is now being supplemented by large quantities of meat, eggs and dairy products. As a result, the Ministry of Health and Welfare said in a 1981 report, "the demand for marine products has leveled off."

• Urban attractions have lured an increasing number of young people from coastal towns who in previous years probably would have continued in the fishing industry. The government report on fishing said that during fiscal 1981 there were 449,000 people engaged in the fishing industry, a decline of 1.8 percent from 1980.

Agriculture: Inefficient Despite Strong Support

TOKYO — The government has built elaborate funding and support programs for agriculture, fisheries and forestry. Agriculture alone received 1.627 trillion yen in 1980. Each of the 600,000 full-time farm households received roughly 2.71 million yen in either services or funds. On top of that, there are 600,000 agriculture-affairs civil servants on central and prefectural payrolls and in the local cooperatives.

As a result, Japan's farming households receive almost personal service from the government. Despite this support, agriculture remains inefficient. The quality of farm produce in Japan is high but so are the prices because productivity is low. The average Japanese farm is 150 times smaller than the average North American farm and 10 times smaller than the average European farm.

The farms keep an average of seven cattle, except in wider spaces of northern Hokkaido. On a point system based on 100, if Japan's wholesale price for beef is set at 100, then Australia's would be 33, the United States' 44 and the European Community's 70. Domestic wheat and soybeans are priced 3.8 times higher than imported wheat and soybeans.

Some of the high cost is because of distribution. Japan has had a highly developed wholesale and retail network since the 13th or 14th century and in 1975 it was estimated to have had more retail outlets and almost as many wholesalers as the United States, even though the economy was only one-third as large.

In 1981 there were 700,000 small food retail stores. Several factors are behind this explosion. Because of a lack of storage space in Japanese homes, consumers shop regularly; they like fresh vegetables and fish and buy almost daily. The Japanese pay the highest price in Asia for rice, the staple of their diet, yet they cannot get the sweet tasty varieties desired, such as *sasami-shiki* and *koshihikari*, because the government controls the rice crop and mixes all varieties in order to achieve "fair and equal" distribution.

A major policy change is being studied: to increase production through the most recent biotechnological methods such as genetic engineering and computer-aided environmental control.

A goal is to increase the average harvest by 1.5 times per unit by 1991 and use the surplus in food processing and as a feed grain and to make alcohol. Success will depend on higher-yield seeds. The plan therefore would include a collection of wild rice strains from Southeast Asia to improve Japanese strains.

The rice paddy is central to Japan's culture and, in times of flood, a critical reservoir. It is also the key to food security in any emergency. Consequently the Keidanren, the Federation of Economic Organizations, which campaigns for improvement in the rice crop and its distribution, does not want to see an influx of foreign rice into Japan. At the same time nutritionists and medical experts hope to encourage the Japanese to stay closer to a traditional diet of rice

and fish and away from Western foods with more fat or protein. Kozo Uchida, director of industrial affairs at the Keidanren, pointed out that, although food security is important, Japan depends on imports of food from abroad. Therefore, besides strengthening domestic productivity, improving the international competitiveness of its primary industries and stockpiling Japan should maintain good ties with producer countries of key farm products.

He added that, although some domestic measures were required to protect beef and orange producers, liberalization of that market was also necessary.

Of Japan's overall farm produce imports, the United States supplies about 43 percent. Japan also depends on the United States for most of its grain orders. Nevertheless, the United States has filed a complaint with the General Agreement on Tariffs and Trade accusing Japan of keeping import quotas on farm products in violation of GATT rules.

This step involves 13 of the 22 remaining items under quota after a reduction from 103 in 1962. Beef and oranges are not on the complaint list at GATT, but then the United States is trading in these under agreements with Japan that are still operative. Japan says it is willing to expand quotas, but not to liberalize.

— ROD O'BRIEN

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JAPAN

Currency Speculation: How Long Will the Bandwagon Roll?

Special to the IHT

TOKYO — If there is one question that will make an economist cover behind his back issues of Econometrics, put his head in his hands and moan quietly to himself, it is this: How does one explain the yen's value against the dollar?

"Many economists are expecting the dollar to decline this year; some of them are looking for a very sharp decline, to 190 yen or 185 yen," said Naosue Okada, chief dealer with Sumitomo Bank in Tokyo. "But they will have to change their minds, just as they had to change them last year. Then, some economists were also talking of a stronger yen and a weaker dollar, whereas in fact the yen sank as low as 275 at one point. This year, we are not at 275 yen, but I would not expect the dollar to fall below 240 yen. Basically, people in foreign-exchange dealing are not expecting the dollar to fall sharply within this year."

A yen trading at 240 to 250 to the dollar seems to contradict econo-

mists' established explanations of why exchange rates move the way they do. The oldest — and most popular — explanation relies on countries' inflation rates. According to this reasoning, the higher a country's inflation rate, the more its currency tends to drop in value against a stronger currency.

Supporters of the purchasing power parity theory, as it is often called, would argue that the percentage change in exchange rates would be similar to the difference between the two countries' inflation rates. Economists like that theory because they can explain how it works in practice: Buyers tend to acquire goods in a country where inflation is low. This tends either to push up prices there or to bolster the country's exchange rate, as people buy its currency in order to buy its goods.

They also like it because they can spend many happy hours playing with it, measuring prices in different countries and in different ways. Last — and often least — in the economists' scale of values, it tends

to come up with the right answers. But not in the case of the yen.

According to the indexes of competitiveness compiled by Morgan Guaranty Trust, the yen's exchange value has been inordinately weak in relation to Japan's inflation performance. Japan's rate of consumer price inflation is low. Its rate of wholesale price inflation, which many economists would use as the better measure for exchange rate purposes, is lower still.

Recent data show roughly stable wholesale prices in Japan. Other industrialized countries' inflation rates have come under control, especially in the United States and Britain. But Japan remains the best of the major economies.

Thus, according to the inflation reasoning, the yen should have appreciated strongly. Morgan Guaranty's estimates suggest that, at 240 yen to the dollar, the yen is at least undervalued by 10 percent, compared to a base date of March 1973. In 1982, when the yen at times was trading at 270 to 275 to the dollar,

its value should have been 15-percent greater than it was.

Morgan's calculations are consistent with the opinions of dealers in the Tokyo foreign exchange market. Many think that an appropriate rate would be about 220 yen to the dollar, or 10 percent better, if relative inflation rates were the driving factor on the exchange rate.

After the purchasing power parity theory, many economists would tend to look at the performance of Japan's balance of payments to determine a theoretical exchange rate. Again, facts and theory conflict.

The June 1983 report on Japan by the Organization for Economic Cooperation and Development estimated that the balance-of-payments surplus on current account in 1983 will be \$18.3 billion. This figure is significantly more than twice the \$7-billion surplus Japan's exporters achieved in 1982.

And the surplus is rising. For fiscal 1983, which ends in March 1984, the OECD suggests that the surplus will be \$20 billion or more. Economic forecasters in Japan sug-

gest that, if anything, the OECD's forecasts are on the low side.

The Mitsubishi Research Institute, in a recent forecast for calendar 1983 and 1984, predicted that this year's current account surplus will be \$19 billion, and next year's will be close to \$24 billion. It is easy to discount some of the surplus as not really having much relation to the yen. Perhaps \$5 billion can be explained by lower oil prices. But that still leaves at least \$14 billion that in theory should be providing a groundswell of commercial buying support for the yen. Simple formulations of the theory, in short, do not work.

That leaves a trickier version of the balance-of-payments theory of exchange rates. It says: Do not look at the current account alone; there is more to exchange rate moves than purchases of goods and services; purchases of financial assets cause ebbs and flows in the demand for yen, too. The right measure to look at, on this reasoning, is the basic balance — the sum of the balance on current account and the balance on long-term capital account. That, its advocates said, is the best measure of whether traders and investors want to buy or sell the yen.

The latest issue of the Tokyo Financial Review, a monthly report published by the Bank of Tokyo, would seem to say that, at last, one of the economists' explanations works. Japan ran a basic balance deficit in fiscal 1981 of \$9 billion, and another of \$3 billion in fiscal 1982, the review said. So far, so good. The yen depreciated from an average 228 in fiscal 1981 to an average of 250 in fiscal 1982. All as it should be — except that Japan is likely to turn in a small surplus on its basic balance of payments of between \$1.5 billion and \$2 billion in the year to March 1984, according to the Bank of Tokyo's forecast. (The bank is close to other forecasters' predictions of Japan's balance of payments, counting on a \$19-billion current account surplus this fiscal year.)

If the basic balance has turned around in Japan's favor, the yen should be feeling the benefit by now — foreign exchange dealers, no slouches at reacting to news before it happens, can read the review as easily as others. But they are not impressed. The only news the dealers want to watch is the trend in short-term interest rates in the United States.

If everyone else is moving into short-term dollar deposits, certificates of deposits and Treasury bills, and making exchange profits to add to internationally high interest

yields, it is hard to stay aloof. The only explanation that fits, despite economists' attempts to construct more logical ones, is the bandwagon theory. But, as an economist will gleefully tell you, bandwagon effects have an unpleasant habit of setting off compensating forces that eventually derail them. One obvious one, which is in full swing, is through the balance of trade. Sooner or later, U.S. buyers will be loading up with so many Datsuns and Sonys, as a result of the strong dollar, that the trade balance will eventually become horrible enough to outweigh the funds pouring into the financial markets.

Right now, the dollar bandwagon is still thundering uphill. Perhaps late this year, perhaps early next, one speculator too many is going to get on, and a wheel will fall off. That is when the wagon will start to tumble back downhill. Will you still be on board?

Export Boom Fuels Recovery; Demand Lags

(Continued From Page 7S)

the job of building roads, dams and railways, and would hope to get an economic return from them.

Ultimately, an answer to the question of how best to stimulate the economy hinges on the yen and the budget.

Since Japan cannot persuade the United States to reduce the deficit that keeps U.S. interest rates high and the yen weak, some call for Japan to take steps to reduce its capital outflow.

So far the government has opposed any move toward capital controls, but it may have to reconsider its position.

Within the budget area, the current emphasis on cutbacks in spending seems too optimistic. Two other courses are possible: Either Japan learns to live with its large deficits, or it finds new ways to reduce taxes.

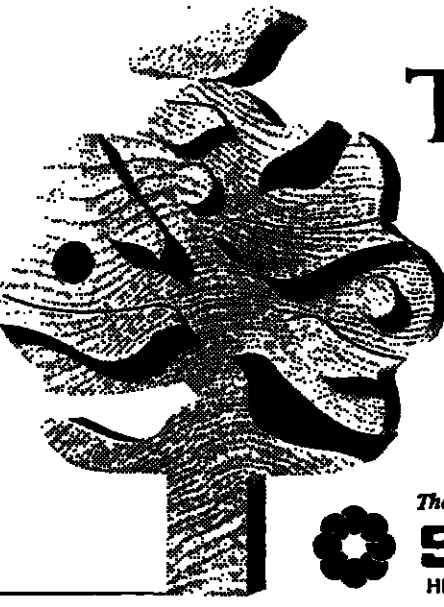
Japan has a high rate of savings, close to 20 percent, against about 5 percent in the United States.

That and the low rate of private borrowing for investment give the government room to borrow large amounts of private money to cover its deficits without fear of fueling inflation.

Concerning taxes, Japan would seem to have considerable leeway to shift from direct to indirect taxation.



The Tokyo Stock Exchange during heavy trading.



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Nihon Keizai	10.2%	Nihon Keizai	4.9%

(M.M.R., March, 1983)

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JAPAN

Foreign Stake in Stock Market Reaches Record

Special to the IHT

TOKYO — Whether one calls it news or history probably depends on one's proximity to Kabutocho, Tokyo's stock exchange district, but either way remarkable things are happening on the Tokyo Stock Exchange.

This year, for the first time, foreigners will buy more than 1 trillion yen (\$4.15 billion) worth of Japanese equities. That is calculated net — new purchases less sales of equities purchased in the past. The latest figures from the exchange show that in July nonresidents increased their holdings of Japanese shares by 72.6 billion yen (\$300 million), making it 11 straight months of net buying. During one week alone, July 18 to July 23, foreign buying amounted to more than 50 billion yen (\$210 million) — the biggest single week's spurge on equities by overseas investors this year.

In the first seven months of 1983, overseas buyers bought a net 650 billion yen (\$2.7 billion) worth of equities in Tokyo, and, given the recent acceleration in the rate of buying, there is talk around the exchange of a total for the year of about 1.3 trillion yen (\$5.4 billion). That would far and away exceed the last boom in foreign buying, in 1980, when net buying nearly reached 850 billion yen (worth, at the exchange rate of the time, around \$3.75 billion).

That is one remarkable development; the other is the record highs reached on the exchange during the summer. The most closely watched index of stock prices in Tokyo is the Nikkei-Dow Jones index. It reached a high of 9,112 on July 28 (which must have pleased the record number of overseas purchasers who had piled in the previous week) and although it relapsed for a week or two, the market subsequently surged to even higher levels. On Aug. 19, it surpassed its July 28 record and pushed up to just short of 9,140. Recently, it went higher still and was in the low 9,200s. Since February, when the index reached its year's low level of 7,918, the trend in share prices has been strongly up.

Foreign investment in Kabutocho is of relatively recent vintage. Nonresidents were net sellers in the period from 1977 to 1979 and, barring their rush to Tokyo in 1980, foreign buyers have taken only modest stakes in the world's second biggest stock market — net buying was about \$1 billion in 1981 and fell to around \$500 million in 1982.

By and large, it has been a record of missed opportunity for foreign investors. One million dollars would have bought at least 300 mil-

lion yen in 1975 (the average exchange rate for the year was 296 yen to the dollar). Invested in representative stocks in Tokyo, and left there for the last eight years, it would now be worth a little more than \$2.8 million (excluding dividends). That works out to an annual rate of return in dollar terms of 13.8 percent (a capital gain of 10.7 percent a year in yen terms and an exchange rate gain of 2.8 percent a year). Dividend payments added about 1.5 percent a year to the annual rate of return, giving a total rate of return of between 15 percent and 15.5 percent.

Discriminating investors, with a feel for the yen's value against the dollar and an eye for individual shares, could probably have done even better. Avoiding obviously depressed sectors such as housebuilding, shipbuilding, steel, and the general trading companies and retailers (all sectors whose share price indexes underperformed by comparison with the average for the market as a whole) would have boosted the yield of an overseas portfolio. Similarly, it did not require great investing expertise to weight a share portfolio with equities in companies making drugs, electrical and electronic goods, cars, office equipment, cameras, and precision instruments, all of which outperformed the market.

The important question for foreign investors is, naturally, whether the pattern of the last eight years will continue. To some extent, that is dependent on what happens to Wall Street. There is a school of thought that argues that Tokyo's Stock Exchange slavishly follows every move in the market in New York, and there certainly is a broad correlation, but that may be attributable to the similar economic conditions likely to affect the world's two major economies at the same time. So far, however, Tokyo's advance has not matched that of New York, where the Dow Jones industrial average is still about 35 percent up on its 1982 levels. There is a link between the markets, but it is not hard and fast, although New York's moves do tend to influence sentiment in Tokyo.

"Since it broke through the 1,200 barrier on April 26, the New York market has been in a phase of adjustment for the past three months," according to the latest Nomura Investment Review. "Nevertheless, few people believe that the market rally which has continued since last summer is over. Following the first wave that rose from 776.92 on Aug. 12, 1982, to 1,065.49 on Nov. 3, and the second wave that pushed from 990.25

on Dec. 6 to 1,248.30 on June 16, 1983, people are expecting a third wave to come. The question is what will trigger it and when."

A strong Wall Street will pull Tokyo with it, and conversely lower share prices in the United States will have a depressing influence. But the negative effect of a weaker Wall Street would not be very strong since the current advance in Tokyo prices seems to owe a good deal to domestic developments. There have been a number of widely publicized forecasts of higher corporate profitability during the

second half of fiscal 1983 (the six months starting in September). Nomura Research Institute, for example, is predicting a 22.6-percent rise in corporate profits (excluding the volatile oil and coal companies) during the period. The summer's rise in the Nikkei-Dow index appears to have been driven by anticipation of better corporate results.

Foreign buying also tends to bolster sentiment in Tokyo. Overseas investors are often credited with a much greater expertise in portfolio management than they actually possess, and foreign buying of eq-

uities tends to have a multiplier effect on domestic buying. Since the outlook for foreign purchases is still strong, especially on the expectation of exchange-rate gains once the yen recovers from its undervaluation, the tone of the Tokyo market is likely to remain bullish.

One caveat: The more technically or chartist-minded investors may not like the shape of price movements in Tokyo. The July 28 peak had all the signs of a head-in-a-head-and-shoulders pattern. The new Aug. 19-22 peaks seem to have

(Continued on Following Page)



Tension mounts during heavy trading at the Stock Exchange.



Exchange during heavy trading

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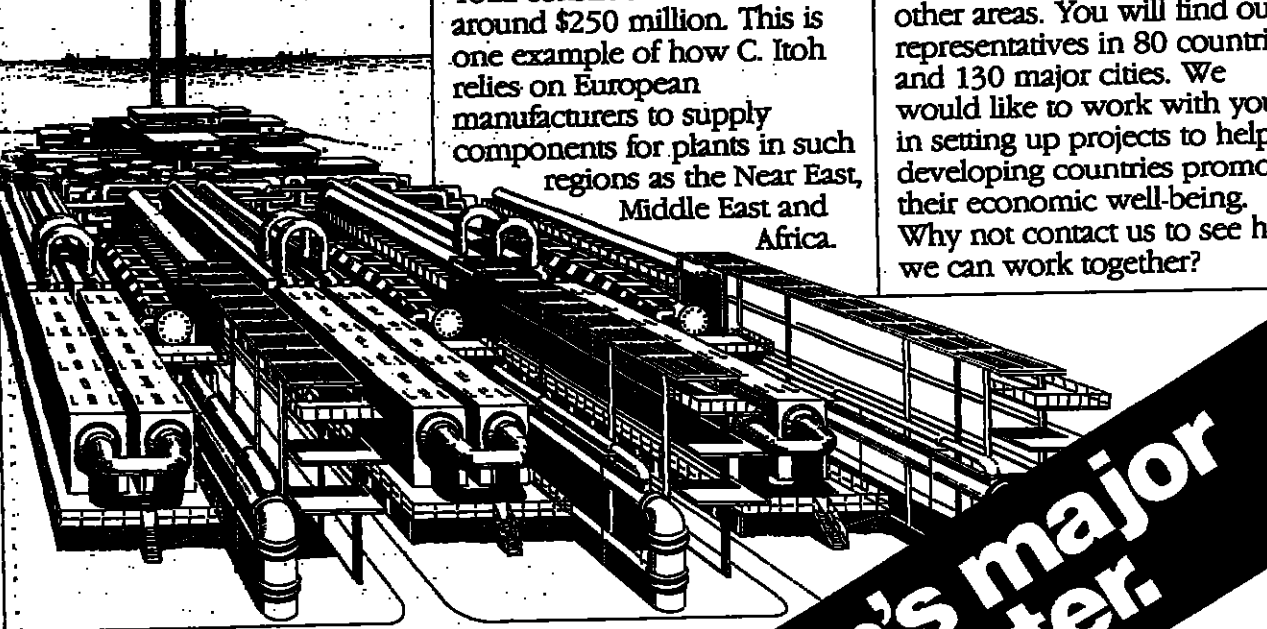
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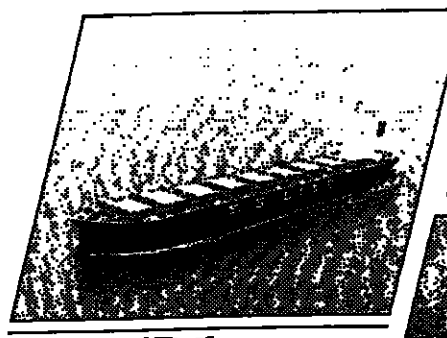
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National Debt Hits 100 Trillion Yen; Concern Is Voiced

By Robert Y. Horiguchi

TOKYO — The government, seeking to spend its way out of the recession caused by the first oil crisis a decade ago, shifted to deficit financing in the 1975-1976 fiscal year. Since then, it has depended on large issues of bonds to compensate for an annual budgetary revenue shortfall of about 50 percent.

In June this year, this continued borrowing brought the aggregate of national bonds outstanding, including other bonds issued to fund public works, to the symbolic crisis threshold of 100 trillion yen that prompted the Keidanren, the Federation of Japanese Economic Organizations, to warn that the "deterioration of public finances is advancing faster in Japan than in Europe or the United States." Ten years ago, the national debt amounted to a modest eight trillion yen (\$33 billion).

As if haunted by a guilty conscience for having trampled the injunction against intertemporal borrowing contained in the Public Finance Law enacted when Japan was under Allied occupation, successive administrations have attempted to put an end to this deficit financing.

In 1979, the then prime minister, the late Masayoshi Ohira, promised to put the national financial house in order by 1985. He proposed to steadily reduce bond issues so that they would be ended by the end of fiscal 1984. This undertaking was based on a bullish forecast that the economy would grow by a real 5 percent from 1979 to 1985 to generate enough tax revenue to make fiscal ends meet.

This was not to be. The second oil crisis and a subsequent worldwide business recession torpedoed the plan. Zenko Suzuki, who followed Mr. Ohira as prime minister, kept to his predecessor's pledge but resigned when he realized that he could not carry it out.

The present prime minister, Yasuhiro Nakasone, recently announced economic guidelines for the next eight years that would achieve a balanced budget by 1990 and halt the issue of deficit-financing bonds. In the current fiscal year, which started on April 1, the government will have to float so-called "red ink" bonds for the amount of 6.9 trillion yen, while interest payments on bonds account for more than 16 percent of the budget.

Takaji Matsuzawa, chairman of the Fuji Bank, put Japan's dependence on bonds to meet its budget deficit at 30.2 percent, against 15.2 percent for the United States and 15.4 percent for West Germany. He estimated that the outstanding balance of national bonds in proportion to the gross national product is 36.1 percent for Japan, 37.5 percent for the United States and 18.4 percent for West Germany.

The ratio of the budgetary deficit to net private savings, Mr. Matsuzawa said, is: Japan 35.2 percent, the United States 63.2 percent and West Germany 25.8 percent. On the basis of these figures, Keynes-

ian economists in Japan believe that there are enough savings in the household sector to absorb deficit financing without crowding out private investment.

According to the Bank of Japan, personal savings at the close of the last fiscal year on March 31 amounted to 379.6 trillion yen.

But policymakers are nervous. They point out that Japan's per capita debt now exceeds 1 million yen. The Ministry of Finance further observes that the debt service burden will increase from 8.2 trillion yen this fiscal year to 12.9 trillion yen in fiscal 1986.

Moreover, beginning with fiscal 1985, the Treasury will have to begin redeeming 10-year bonds, which constitute the bulk of the "red ink" paper that has been heavily issued since 1975. Bonds reaching maturity at that time will amount to 9.7 trillion yen, consisting of 7.4 trillion yen in construction bonds and 2.3 trillion yen of the deficit-financing variety.

According to law these maturing bonds must be redeemed in cash. Theoretically, funds for this purpose should be available in the Bond Amortization Fund, which is maintained by transfers into it from the general budget account of an amount equivalent to 1.6 percent of the outstanding balance of national bonds at the close of the penultimate fiscal year, and half of the budget surplus.

Because of the shortage of funds, however, such transfers have been interrupted for the last two years with the result that the fund will be exhausted by fiscal 1985. The government is expected to have to resort to issuing new bonds to redeem earlier issues. Such action would require amending the law that specifically prohibits issuing bonds to redeem those reaching maturity.

This development threatens to complicate the implementation of the new economic guidelines that foresee an inflation-adjusted 4-percent growth during the next eight years, that, coupled with substantial reductions in government expenditures achieved by far-reaching administrative reforms, would make revenue match outlays by 1990.

To absorb bonds that will have to be issued to redeem those reaching maturity, Mr. Matsuzawa argues that they be purchased by the government's Trust Fund Bureau by carrying out a drastic revision in the way funds are allocated in the fiscal loan and investment program. This program, also known as the second budget under Japan's two-tier fiscal system, provides funds to the Development Bank and various other public financial institutions and corporations.

The Trust Fund consists of post-al savings deposits, in addition to premiums for postal insurance and contributions to national pension and welfare annuity systems. At present, the Trust Fund holds 20.8 percent of the national bonds outstanding against 27.9 percent owned by banks, 42.6 percent by individuals and corporations, and 8.6 percent by the Bank of Japan.

Trade: A U.S. View

(Continued From Page 9S)

Again, the contrast is one of degree. Japan protects its consumers from products it does not even grow (for example, by grapefruit juice quotas and a seasonal tariff on bananas, both to protect its Mikan orange farmers). This ultrasensitive defensiveness against non-problems hurts Japan's credibility in other areas where it has legitimate concerns to be considered.

A discussion of trade relations with Japan cannot be complete without touching on the issue of the yen-dollar exchange rate. I find it difficult to single out and accuse Japan of intentionally cheapening its yen in order to increase its international competitiveness, when U.S. monetary policy remains subject to criticism as promoting an unreasonably expensive dollar. It is true that Japan finances its government debt at something less than market-clearing rates by more or less forcing its banks and financial institutions to buy this indebtedness. This artificially reduces the cost of credit and the value of the yen, but there is probably no country that does not artificially attempt to "induce" results out of its monetary policy.

After all has been said, however, and despite our trade difficulties

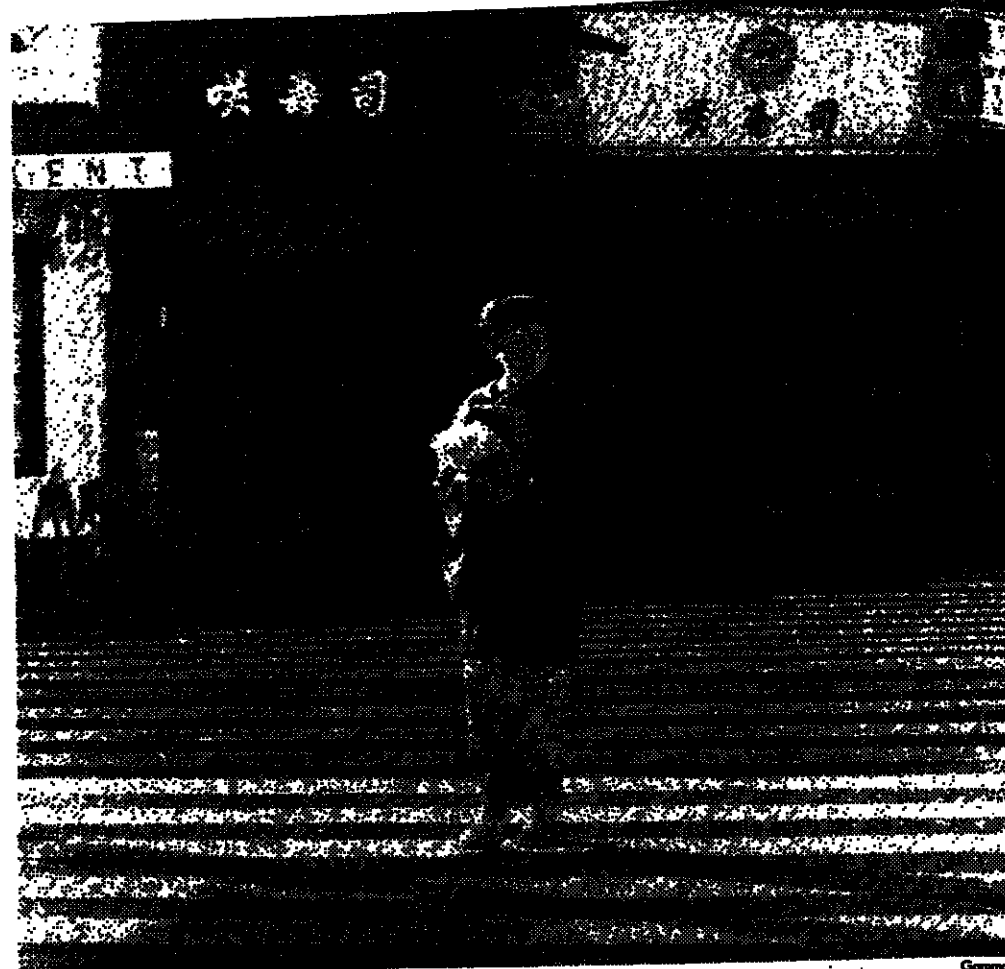
with Japan, we in the United States are very lucky that Japan exists as a vibrant, progressive, friendly, republican form of government. The innovations that the Japanese have produced have enriched our lives and have shattered our complacency with ourselves and our competitive prowess. There is no question that the United States — and Europe too — will respond to the challenge by regaining those traits that created our wealth in the first instance. As this occurs, we will have, in good measure, the Japanese to thank.

Stock Exchange

(Continued From Preceding Page)

Cancelled out what was looking like a bearish turn in the market, but there could be some short-term correction from the 9,200 level. On more financial indicators, there is also room to argue that the market has temporarily overreached itself. The price-earnings ratio for the leading industrial companies as a whole during the first half of this year was over 27 times, near its high. That was before the further rise in prices in July and August, suggesting that shares are even more speculative now. Given the short-term volatility of the market, Tokyo is not a good place for investors thinking of the next few months.

JAPAN



A woman dressed traditionally on a Tokyo street.

Trade Issues: A Japanese View

(Continued From Page 9S)

nating against American and other foreign goods?

The extent to which any country's markets are open to foreign goods is a matter of degree. No country's markets are completely open. In Japan, as in all other countries, there are "obstacles" to imports that are based on custom, established commercial relationships, consumer taste and so on. No discrimination such as has been suggested exists in Japan.

While most Japanese businessmen agree that, in the United States, business activities can be conducted relatively unhampered by administrative constraints, many feel that they are often harassed by unjustifiable legal actions taken in the areas of anti-dumping, countervailing duties, etc. In Japan government subsidies for exports no longer exist.

From the standpoint of Japanese tariff levels and quantitative restrictions, the Japanese market is as open as that of any other major industrialized country.

The average Japanese tariff level is actually lower than that of the United States and the European Community. It will be even further reduced to an average of 3 percent when the Tokyo Round is fully implemented by 1987 (tariff rates for the United States and the EC will average 4 percent and 5 percent, respectively).

Since December 1981 the Japanese government has begun unilaterally accelerating its tariff reduction schedule ahead of the agreed timetable on some 1,653 items (representing approximately 60 percent of all tariffs) by an average of 16 percent. Some additional reductions and elimination of tariffs followed in May 1982. Most recently, unilateral and substantial cuts in regard to politically sensitive items including cigarettes, chocolates and biscuits, etc., were also added to the package.

Japanese import items still restricted by quota are much fewer in number than those of France and Italy, and restrictions on agricultural products (including beef and oranges) are not significantly different from those restrictions in the United States on sugar, dairy products or beef in terms of their political implications.

Japan has been substantially increasing its quotas on oranges and beef. It is not widely known that 44 states in the United States prohibit the entry of Japanese mandarin oranges. Thirty percent of Japan's domestic consumption of beef is imported while the United States restricts beef imports to 8 percent of domestic consumption under the Meat Import Act.

Japan, despite restrictions on politically sensitive items, represents the largest market for U.S. agricultural exports, absorbing last year alone, \$6.6 billion worth of farm products, comprising more than the total of all U.S. farm exports to the Soviet Union, Eastern Europe, West Germany and Britain combined.

What we hear most in the United States are arguments claiming that it is difficult to export to Japan not because of the institutional barriers, such as tariffs and quotas, but because of invisible restrictions in the form of inspection standards for imported goods, safety regulations, etc., and even an alleged collusion between government and business to keep foreign goods out (the so-called non-tariff barriers).

Japan, which historically has been a very regulated country, where government maintains a wide responsibility over the private sector and even assumes liability for damages caused directly or indirectly by business activities, has more bureaucratic constraints than the United States. This may make it resemble

more closely the situation in some European countries.

Since the liberalization of trade in regard to tariffs and quantitative restrictions initially made great strides in the 1960s, certain areas, such as those related to inspection and standards, were perhaps slow to evolve. In any event, Japanese regulatory measures are not of a discriminatory nature.

The package of administrative reforms, the preparation of which began under Prime Minister Yasuhiro Nakasone, while he was serving as a minister in the Zenko Suzuki cabinet, is directed to reduce government expenditure with a concurrent aim at deregulation by eliminating or reducing excessive bureaucratic controls.

The Office of Trade Ombudsman (OTO), established last year, specifically deals with complaints about invisible trade barriers. The door is open for those who seek a solution to their problems.

There have been some disparaging remarks about the effectiveness of the OTO. A new institution requires time to establish a reputation and, in this sense, the OTO can only be effective if those who wish to import goods into Japan make use of it.

Certainly, there is no quick fix for increasing imports into Japan. Japan first began manufacturing operations when European suppliers, who had traditionally provided Japanese with manufactured goods, became unable to do so with the onset of World War I. Since then, intense competition in the huge domestic market (only 14 percent of Japan's gross national product is dependent on exports while most European countries depend on exports for one-third to one-half of GNP) has served as a great catalyst to upgrading product quality. Japanese consumers, who had preferred foreign goods for their quality and status appeal, gradually turned to the greatly improved domestic products. Japanese society has reached a level of relative affluence and most households are now equipped with a complete range of modern conveniences. Just as in the United States, when a given market becomes saturated, competition becomes more severe.

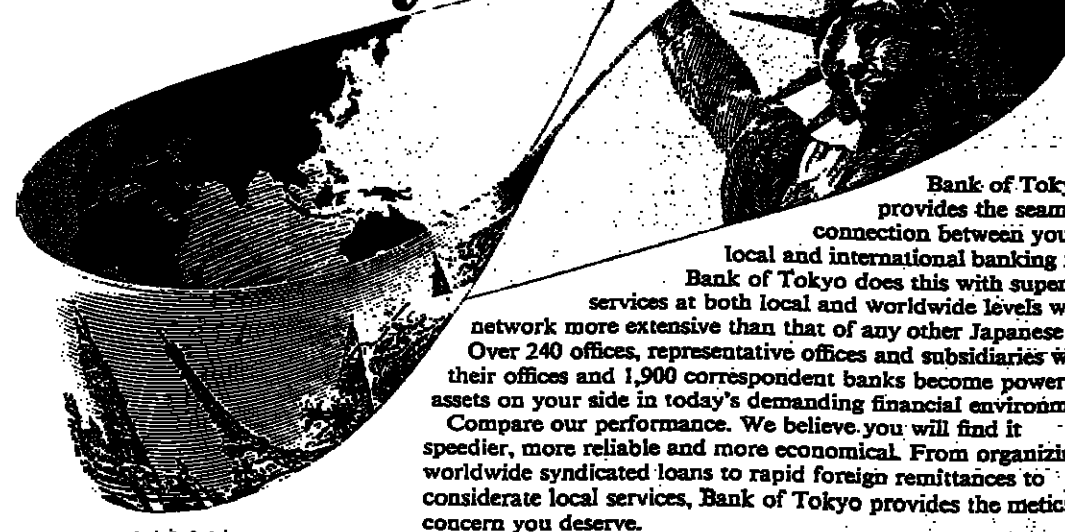
While the rewards of success are substantial, Japan is a challenging and demanding market. Under our market system, where the price mechanism prevails, rewards go only to those who have studied the market, identified the opportunities, adapted their products to the needs and tastes of the consumer, and committed their time and resources to develop an effective business organization. Those who succeed do not usually tell potential competitors how well they are doing.

Some U.S. companies enjoy a major share of the Japanese market in regard to certain products. For example, in the field of high technology, IBM and Sperry jointly hold a 56-percent share of the Japanese market in the field of large capacity computers, while Schick razor blades hold a 70-percent share. It is also possible to cite other, more famous cases, and one less so, of those who have attained great success in the Japanese market. Those who have succeeded in the Japanese market really should make an effort to inform the U.S. public that the Japanese market is accessible and profitable for those who respond to the challenge.

● Is the U.S.-Japan trade deficit increase caused by the "closed" nature of the Japanese market? The factor that most influences the flow of trade between the United States and Japan is the strength or weakness of consumer and industrial demand in each

(Continued on Page 17S)

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JAPAN

Personal Savings Reach Record 80 Trillion Yen

TOKYO — Over the centuries, the prerogative of the Japanese housewife was *shamochi-no-ken*, the right to the rice ladle. This right symbolized her authority on how much of the staple food her family could consume and, by inference, gave her control over household finances.

Even when Japan was a feudal patriarchy — when women bowed successively to the authority of the father, husband and son — most women were entrusted with managing the family treasury. It remained customary, even in modern times, for husbands to give their wives their unopened pay envelopes and let them decide how the contents should be allocated.

The advent of electronic banking has diluted — but only slightly — this traditional feminine right. Because wages are often paid directly into bank accounts and credit cards are easy to obtain, it would follow that husbands would be freed from asking their wives for lunch and cigarette money. But a recent survey of several nations made by the Prime Minister's Office has revealed that traditions die hard and that in 79.4 per cent of Japanese households the wife still controls the finances.

By comparison, the survey found that women controlled the finances in 22.2 percent of Swedish homes and 11.5 percent of West German homes. In many other countries, including the United States and Britain, the predominant response was that husbands and wives shared the decisions.

Japanese sociologists are unanimous in concluding that this continued female domination of household finances explains why the Japanese save an impressive 21 percent of their

disposable income, against 5.7 percent in the United States, for example.

The government encourages savings through generous tax exemptions on interest on bank deposits, postal savings and national bonds. Postal savings have a tax exemption on interest on deposits up to three million yen a person but there is no effective ban on the opening of accounts in several names. Postal savings are thus an important medium of tax savings. As a result, there are more postal savings accounts than there are people in Japan.

The outstanding balance on such accounts, principal and interest combined, reached 80.4 trillion yen in July this year for a fourfold growth in eight years. This represents 21 percent of the nation's personal savings, which amounted to 379,658 yen as of March 31, up 11 percent from a year earlier.

The same tax exemption applies to interest on passbook bank accounts that do not exceed three million yen. Personal deposits in banks almost matched those in postal savings accounts as they amounted to 80 trillion yen on March 31.

Interest on national bonds up to a face value of three million yen is also tax-free, in addition to that on five million yen in installment savings accounts intended to serve as personal pension funds for employed persons.

This brings to 14 million yen the total amount in bank and postal deposits and national bonds on which interest is tax-free.

As the average annual income of Japanese households grew 3.33 times between 1970 and 1980, savings per family increased 3.6 times

during the same period, according to government statistics.

If the amount of life insurance policies that were purchased during that time increased 3.15 times, the value of stocks acquired by households registered only a 2.2-fold growth.

This relatively small increase in stock purchases is attributed to the fact that the Japanese, unlike individuals in other industrialized nations, do not look upon shares as a source of dividend income. The reason for this is that the yield on component stocks of the Nikkei-Dow Jones average, consisting of the 225 issues traded on the top-ranking first section of the Tokyo Stock Exchange, is only 1.4 percent. The yield for all other stocks is 1.7 percent.

As a result, individual investors in Japan hold only about 30 percent of the shares.

With political and social conditions continuing to remain stable and with inflation being held to an annual rate of 2 percent, few Japanese find an incentive to buy gold, the favorite hedge of many of their Asian neighbors against natural or man-made calamities.

What, then, are the Japanese's motivations to save?

A Prime Minister's Office survey has shown that 70 percent do so to avoid finding themselves wanting in their old age. The increase in so-called nuclear families (consisting only of a couple and their children), brought about by rapid urbanization, has contributed to the erosion of traditional values calling on children to care for their aged parents.

—ROBERT Y. HORIGUCHI

Investment Overseas For Manufacturers Beginning to Pay Off

By Tim McGirk

LONDON — Japanese companies, makers of everything from video-cassette recorders to zippers, are attempting to surmount Europe's trade barriers by building "more factories in the EC countries that rely on locally manufactured parts."

The Japanese are latecomers to Europe. Their first step in overseas production was in Asia, then Latin America — both sources of cheap labor. But as restrictions against Japanese exports tightened in the United States and Europe, they began setting up plants inside the countries of their industrial competitors, too.

The gamble has paid off. In the last decade, the growing protectionist attitude of European governments has prodded Japanese firms to overlook their previous reservations over the Common Market's notoriously expensive and strike-prone labor force. Today, 14 percent of Japanese exports are made in Europe, up from 10 percent in 1970. The Japanese are now fully owned or partly owned plants spread throughout Britain and Europe; their output is high, and the quality of their goods has stimulated their European competitors.

Figures compiled by the Japanese Ministry of International Trade and Industry show that direct investment in EC countries and Spain increased from \$798 million in 1981 to \$876 million last year, most of which was pumped into manufacturing. This was directed to West Germany, Britain, Luxembourg and France, in that order.

Consumer electronic goods are the biggest money-makers for Japanese firms in Europe, followed by automobiles, chemical products and such varied manufactured products as zippers (YKK, with annual sales of \$140 million) and leisure goods (Tomy, with sales of \$4.1 million annually).

Britain was most frequently chosen by Japanese firms as an entry point into EC countries. Most Japanese management personnel are schooled in English, and market expertise acquired in the United States and Canada seemed best suited to Britain. There are 26 Japanese companies manufacturing in Britain, with at least another two — Honda and Fujitsu, the elevator makers — on the way.

Although Japanese investment in Britain rose from \$110 million in 1981 to \$176 million last year, the government complains that the Japanese manufacturing projects are simply "screw-turning" ventures that do not provide enough jobs. The government is peeved because it offered the Japanese tax incentives to settle in high-unemployment regions. In 1980 and 1981 new Japanese manufacturing operations created 2,400 jobs, while last year the figure fell to only 155.

Some Japanese firms are worried that Britain's feud with the Common Market may in the future hamper the entry of their British-made products into the rest of Europe. There were persistent reports last year, for example, that Nissan intended to cancel a £500-million car plant project if the Labor Party had won and decided to pull Britain out of the Common Market. However, Nissan's British adviser, Lord Marsh, denied that this factor entered into the company's considerations over whether to build a 20,000-car-a-year plant on England's east coast.

At first, arriving Japanese executives and Britain's labor force viewed each other with mutual dread. However, understanding the Japanese may be of Britain's own cuppa tea ceremony, one Japanese businessman was appalled recently when union members at British Leyland closed down a plant for several weeks because management tried to eliminate a 15-minute afternoon tea break. The idea of performing early morning exercises to the company tune was equally alarming to British employees.

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parts, National Panasonic's management has often found itself on a determined quest for reliable subcontractors.

Electronics makers in Japan aim for an impossible 100-percent perfection, but British — and most European — manufacturers aim lower for an accepted quality level.

British electronics companies such as Thorn or Plessey often find their attempts to improve productivity thwarted by stodgy unions that fight automation and resist fluidity in the labor force.

But both Sony and Matsushita struck an agreement with the Trade Union Council that limited employees to one union.

Without that agreement, it is doubtful that these Japanese giants would have settled in Britain.

In class-conscious Britain, members of the General and Municipal Workers Union were surprised to see Japanese managers on the shop floor, sharing the canteen facilities and wearing the same uniforms as they were.

At National Panasonic's Cardiff plant, only the managing director, Mr. Matsuzaka, has an office with a door. Discipline is strict — workers arriving even one minute late lose some pay and a weekly bonus — wages are slightly lower than in British electronic plants and, as a result, the job turnover is far higher than in Japan.

Japanese executives — and National Panasonic has 15 of them in Cardiff — are careful not to demand family-style loyalty of their British employees.

Instead, they feel that they can improve performance by example.

Matsushita first began exporting its electronic products to Britain in 1972; since the National Panasonic plant opened in 1976, sales have increased by 700 percent.

Andy Imura, managing director for the company's overall operations in Britain, has even been asked by the British government to act as special adviser on the long-term plans of the local electronics industry because of National Panasonic's brilliant record.

However, not all Japanese forays into Europe have automatically been successful. As yet, no big Japanese ventures in Europe have been forced to shut because of the recession, but, according to trade officials in Tokyo, few are making comfortable profits.

Some European manufacturers — Thorn in Britain and Alfa Romeo in Italy — have chosen to join their former Japanese competitors in specific projects.

Others, however, complain that the flood of Japanese products on the European market — some of them put together with the bare minimum of local parts to avoid the trade restrictions — are jeopardizing industrial recovery.

So Japanese firms may find themselves having to use more locally produced goods at the expense of quality. Although they may be forced to use more locally made goods in Europe their desire for perfection in manufacturing has helped to improve the general quality of manufactured goods.

Trade Issues: A Japanese View

(Continued From Page 165)

country. U.S. exports to Japan have been facilitated over recent years by measures taken to further open the Japanese market. Although these measures have not been dramatic individually, they have been taken gradually and steadily and their accumulated effectiveness is certainly evident.

Japanese imports from the United States doubled in value from 1974 to 1981, at the same rate as its exports to the United States. The year 1979 recorded a 36-percent increase in imports from the United States, while Japanese exports to the United States during the same year were only up 9 percent.

During 1982, when the world recession greatly hampered world trade, U.S. exports decreased globally by 9.2 percent, while only by 3.9 percent in relation to Japan.

Nearly half of Japan's imports from the United States are industrial raw materials and foodstuffs that are not subject to customs duties. Their magnitude directly reflects industrial and consumer demand.

In 1981 Japan's manufactured goods import ratio from the United States was 45.3 per cent. In 1982, while total imports from the United States decreased by 4 percent, manufactured goods imports maintained the same level (about \$11.5 billion), increasing the ratio to 47.4 percent.

Much has been said about the manufactured goods import share being lower in Japan than in other industrialized countries. Japan's extreme scarcity of land area and natural resources makes it imperative to import most of its needs in raw materials and foodstuffs. It stands to reason that Japan's ratio of primary product imports is bound to be higher than that of other developed countries. The manufactured goods import share has fluctuated between 22 percent and 26 percent in recent years. Japan's energy import bill amounts to almost half of its global imports. Even a small savings in our oil consumption increases the manufactured goods imports ratio.

Japan, with 10 times the GNP of Switzerland, imports an amount only equal to that of Switzerland, while the United States, with 22 times the GNP of Belgium, imports only twice as much as Belgium. Small countries with advanced economies are relatively more dependent on the international economy than are larger nations.

It is obvious that the share of manufactured goods to total imports for widely industrialized countries such as the United States and Japan cannot be compared with that of countries like Switzerland or Belgium where the structural aspect is quite different. The assertion that the main cause of the deficit lies in the "closed nature" of the Japanese market is substantially overstated.

Is competition from Japan the main cause of U.S. unemployment?

U.S. industry is undergoing structural changes from the labor-intensive sector to the high-technology and service industry areas. Except for the housing sector, where unemployment was caused mainly by high mortgage rates, these structural changes coupled with the increase in new job-seekers, a result of the trend toward two-income households, have contributed to the unemployment situation.


Undoubtedly, there are sectors of U.S. industry that have lagged behind in productivity because of overly permissive wage policies and lack of reinvestment for upkeep and modernization. Some U.S. sources suggested in 1980 that perhaps these sectors have suffered in the face of foreign competition. The steel and automobile industries represent typical cases where the Japanese have the edge over their U.S. counterparts. Because of their visibility in the U.S. economic, social and political scene, it was easy to cite Japanese imports as the cause for unemployment. Some U.S. sources suggest that perhaps the loss of about half a million jobs may have been related to Japanese competition. This would represent only about 6.5 percent of the total unemployment figure of 7.5 million for that year.



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EUROBON
Bull Expected to
Bring Drop in M

8 1/4 % Oct	68 1/2	13.45	17.48	9
7 1/4 % Jan	73	17.50		9

[illegible]

American Exchange Options

For the Week Ending September 9, 1983

[illegible]

Chicago Exchange Options

For the Week Ending September 9, 1983

[illegible]

Mutual Funds

Closing Prices September 9, 1998

[illegible]

of Lending

U.S. 9

CURRENCY RATE

مكرا من الأهل

Herald Tribune BUSINESS/FINANCE

MONDAY, SEPTEMBER 12, 1983

Page 19

EUROBONDS

By CARL GEWIRTZ

Strong Rally Expected as a Result Of Surprising Drop in M-1 Figure

PARIS — An explosive rally in Eurobond prices is assured this week — if only to catch up with what happened in the last minutes of trading in New York Friday.

In a matter of minutes, following the stunning surprise of a \$2-billion drop in the M-1 measure of money supply announced by the Federal Reserve, short-term interest rates dropped ¼ to ½ of a point and long-term bond prices soared 2 percent.

The latest Fed data showed that all three measures of the money supply are now well within the targeted growth range, leaving ample room to accommodate the big bulge that is expected to be reported in the coming weeks. As a result, the only question that analysts now have is whether the Fed will continue its policy of monetary easing.

But for the capital markets, the debate over the immediate worry that short-term rates could harden and that bond prices might fall.

Eurobond dealers, noting the firm undertone to prices, were saying last week that all the market lacked was an excuse to rally.

Whether this translates into a flood of new issues is less clear. Investment bankers report that most borrowers prefer to hold back, waiting for still lower interest rates — not more than 11 percent for 10-year money. Another

glimmering block is the amount of money available to buy Eurodollar bonds when the dollar is already so high on the foreign-exchange market and more likely to decline than to increase.

According to estimates of Orion Royal Bank, some \$5.5 billion of interest and principal payments will be available for reinvestment in the Eurobond market over the coming eight years. An estimated 70 percent of this will be in U.S. dollars. But given the narrow edge that dollar-bond coupons have over bonds denominated in Deutsche marks or European Currency Units, investors may well focus on potential exchange-rate moves to guide their investment strategy.

Options Offer Incentive

For the gambling public, there is some incentive to remain in dollars: the options now on sale to buy long-term U.S. Treasury bonds. If U.S. interest rates continue to fall, the rise in the price of the Treasury bonds — and especially the options due to their leverage — could more than balance the exchange-risk factor.

Options owe their leverage to the fact that a small cash outlay of some \$40 locks in the purchase price of a \$1,000 security.

The latest version of this new bid to hit the market comes from First Boston. It offered to sell for \$38 a call option to buy at any time over the next 18 months a \$1,000 Treasury bond bearing a coupon of 10½ percent at a price of \$960. The current market price to buy those bonds, which mature in the year 2012, is \$893. The call option ended the week quoted at \$35-\$38.

The First Boston options, or warrants, are a long way from being what is called "in the money" — where the holder would profit from exercising the option. The assumed attraction is the fact that the option is good for the next 18 months.

First Boston also offered an equal number, 250,000, of warrants to sell the same Treasury bond at a price of \$840. These put options, the first to

(Continued on Page 21, Col. 5)

IMF Stresses Need to Sustain, Spread Recovery

By Hobart Rowen

Washington Post Service

WASHINGTON — The International Monetary Fund, in a generally upbeat report citing improved confidence in the global economy, said Sunday that the "pressing task" is to assure that economic recovery under way in the United States and other nations can be sustained and spread to those parts of the world still in recession.

But IMF officials, discussing the annual report before a joint annual meeting here with the World Bank starting Sept. 27, acknowledged that the overall outlook for the Third World remains gloomy.

It said that inflationary pressures and high interest rates have abated in major industrial nations, but warned that Third World countries, facing up to \$600 billion in foreign debts, would still have major problems with inflation, and must deal as well with protectionist plans established by the richer countries.

Over the next several years, the report said, commercial bank loans are likely to be at best moderate, and governmental aid bilaterally or through such international institutions as the IMF or World Bank is "likely to be quite modest in real terms."

It suggested that the big debtor-nations in the Third World should try to attract direct private investment that not only might increase productivity, but would include a transfer of modern technology and skills.

The report expressed concern over recent wide swings in international currency rates, and urged close cooperation among its members to reduce them.

It ducked the question of the utility of intervention in exchange markets to dampen these swings, commenting that intervention by itself has little effect on exchange-rate expectations "unless private market participants have reason to believe that authorities are willing to continue to intervene, and if necessary to modify domestic policies, to hold an exchange rate to a target."

In assessing advances in world economic conditions since its report a year ago, the IMF cited progress among industrial nations in reducing inflation, and substantial declines in interest rates.

On the negative side, the IMF report noted that the total output of the industrial countries last year fell for the first time since 1975, that unemployment had risen to post World War II highs and that world trade volume fell 2½ percent.

The report said that the U.S. current account, the broad trade measure that includes merchandise and nonmerchandise items such as services, which had shown a small surplus in 1980 and 1981, had moved to a deficit of \$11 billion in 1982.

In contrast, West Germany and Japan recorded swings from heavy deficits in 1980 to moderate surpluses in 1982.

The report said that considerable progress had been made in cutting deficits in Third World countries, excluding oil producers.

From a peak of \$108 billion in 1981, this group's aggregate current account deficit dropped to \$87 billion in 1982 and the forecast for 1983 is for a further drop, to \$68 billion.

On the other hand, the report again emphasized that "many of these countries are now confronted with much more cautious attitudes on the part of international lenders, and that their circumstances thus require policies designed to give their creditors grounds for confidence in their capacity to bring their external obligations and resources into better alignment."

The combined current account surplus of the oil producers, which reached a peak of \$114 billion in 1980, dropped to \$65 billion in 1981 and disappeared altogether in 1982.

Merrill Lynch Sees Substantial Drop in Earnings

By Michael Blumstein

New York Times Service

NEW YORK — Merrill Lynch & Co. has said it would report "substantially lower" earnings in the third quarter compared with the similar period last year.

Analysts said that the primary reason was a relatively poor showing by the company's brokerage arm, and added that other Wall Street firms may face the same problems.

Merrill, parent of Merrill Lynch, Pierce, Fenner & Smith Inc., the largest U.S. brokerage firm, said only that revenue growth had slowed while operating expenses continued to climb.

The company said Friday that lower earnings would not be the result of unusual write-offs or special charges.

Adjusting for a June 2-for-1 stock split, Merrill Lynch reported net income of \$100.3 million, or \$1.23 a share, in the third quarter of

1982. On Thursday, Perrin H. Long Jr., an industry analyst with Lipper Analytical Services Inc., predicted third quarter earnings this year of 75 cents to 80 cents a share.

In the second quarter, Merrill Lynch had reported a \$14.7-million drop in net income from the first quarter. This decline was believed to be the result, in part, of reserves set aside for notes of Baldwin-Union Corp., a financial-services conglomerate trying to renegotiate its huge debt load.

Mr. Long said the "whole brokerage business" was likely to face the same decline in earnings predicted by Merrill Lynch. The problem, he said, is that trading in fixed-income securities, including government and municipal bonds, has slowed since last summer, when interest rates were dropping sharply.

In addition, he said, trading in stocks has slowed, while expenses have continued to rise.

U.S. Planning to Halt Imports of Restricted Specialty Steel

By Stuart Auerbach

Washington Post Service

WASHINGTON — The United States is planning the door on imports of three categories of specialty steel until mid-October because foreign suppliers speeded up shipments after President Ronald Reagan had imposed worldwide quotas July 5, U.S. officials say.

U.S. trade officials said foreign suppliers stepped up their shipments in an effort to get as big a share of the U.S. market as possible

before the United States set limits for individual countries.

As a result, the quotas set for the first 90 days of imports already have been filled for one category of specialty steel and are close to being filled in the other two categories, U.S. Customs Service officials reported Friday.

The quotas took effect two weeks after they were announced, and the first 90-day period does not end until Oct. 20.

Industry executives said cutting the flow of imports until that per-

iod ends in six weeks is unlikely to help domestic sales.

But the abrupt ban on imports is expected by trade officials to force overseas suppliers into quick negotiations on orderly marketing agreements that would guarantee them a fixed share of the U.S. specialty-steel market.

U.S. negotiations are scheduled to start this week with Canada, Sweden and Austria, which have indicated an interest in reaching such marketing agreements. And talks with the Japanese are expected to begin when U.S. trade officials visit Tokyo before Mr. Reagan's trip there in November.

The European Community, however, has decided to take another route — demanding compensation for losses that its members suffered because of U.S. restrictions on steel imports from its companies.

Mr. Reagan ordered quotas on specialty-steel imports for the next four years because of what he called "the pervasive nature of unfair trading practices around the world."

Despite M-1 Fall, Fed May Be Slow To Ease Its Policy

New York Times Service

NEW YORK — Although bond prices have risen sharply each of the past two Friday afternoons after the Federal Reserve Board had announced unexpected money-supply declines, analysts noted that Fed policy may not change as swiftly as some in the credit markets would expect.

The Federal Reserve reported Friday that the narrowest measure of the U.S. money supply — M-1 — fell an unexpectedly sharp \$2 billion in the week ended Aug. 31,

following the money-supply announcement, up almost 2 points from 102.10/32.

After the announcement Friday, the dollar dropped in New York to 2.6724 Deutsche marks from 2.6795 the day before and to \$1.494 against the pound from \$1.4915 Thursday.

During this summer, Fed watchers have flip-flopped between predictions of a tighter Fed policy with higher short-term rates, and an easier Fed policy with lower short-term rates. Now that all measures of the money supply are within the central bank's annual targets for the first time this year, the consensus is that the next move by the Fed will be toward lower rather than higher rates.

However, the economy is expanding at a more modest rate than in the second quarter and inflation is not yet rising enough to alarm the credit markets, "the Fed does not have any urgent need to change the course of monetary policy," said Alan C. Lerner, senior vice president and money-market economist at Bankers Trust Co.

Moreover, he warned in a recent publication, "the pace and scope of borrowing by the federal government is relentless, and it is occurring in a growing economy which is generating its own requirements for credit. Any analysis of the prospects for the markets ultimately must contend with this overwhelming negative factor."

The latest data rule out "any tightening by the Fed in September for sure," said Craig Israfil, vice president of Morgan Guaranty.

But he added: "Easing at this time would be premature because it would increase the risk of having to tighten in 1984, an election year."

U.S. Consumer Rates

For Week Ended Sept. 11

Passbook Savings	5.50 %
6-Month Savings Certificates	9.49 %
Year-End Savings Bonds	9.67 %
Money Market Funds	8.78 %
Danaher's 7-Day Average	8.67 %
Bank Money Market Accounts	8.67 %
Home Mortgage	12.19 %
FHLB average	

U.S. CREDIT MARKETS

The credit markets responded dramatically to the report. Prices on government bonds soared immediately after the Fed's late-afternoon announcement, and rates on shorter-term government securities plunged.

According to Money Market Services, a San Francisco company that surveys the market, before the figures were released Friday, the majority of traders had expected M-1 to climb by as much as \$1 billion. Earlier in the week, some estimates of growth had been as high as \$2 billion or \$3 billion.

As a result of the M-1 report, the price of the government's bellwether 30-year bond surged to 104 5/32

Focus of Lending Will Shift to Asia, Bankers Say

By Carl Gewirtz

International Herald Tribune

PARIS — The focus of international bank lending for the rest of this year will shift to Asia, according to a sampling of loan officers of major U.S. banks in Europe and Asia interviewed by telephone last week.

The only question that they have concerns the volume of funds that will be available and that, the bankers say, depends on how active European banks are in the final months of this year.

So far this year, the Europeans have sharply reduced their overall lending. According to estimates provided by the European Syndicate of Banks, lending by European banks is running about 60 percent below that of the year-ago level.

The bankers forecast relatively tight demand for new money from European borrowers — mainly France, Spain and Portugal. Belgium, which had been expected to tap the market later this year, is now seen waiting until next year to tap the market unless lending conditions are made irresistibly favorable. And the Nordic countries are said to have virtually completed their 1983 borrowing programs.

Irresistible terms were offered last week to Sweden, which launched a \$250-million syndicated loan and within hours doubled the amount to \$500 million. The appeal for the Swedes was the low margin of ¾ point over the London interbank rate for the first two years and half a point over the interbank rate for the remaining four years.

In addition to the low margin, Sweden was attracted to the potentially long 12-year maturity. If lenders agree, after the third year, the life of the loan could be extended another three years. The margin would remain at ½ point over the interbank rate and lenders would be paid a ¼-percent extension fee. A similar exercise three years later

could extend the loan for a final three years, with lenders earning a ¼-percent fee. The margin would remain unchanged.

Banks are offered a fee of 0.05

SYNDICATED LOANS

percent on the amount that they underwrite and 0.25 percent on the amount that they take if that is \$20 million or more, or 0.225 percent on a take of \$15 million.

The Swedish plan, according to lead manager Samuel Montagu & Co., is designed to fit the need of the foreign banking community in Britain searching for sterling-denominated assets (and earnings to pay the rent) to fill the gap left by

the runoff in loans to local authorities that no longer can borrow directly from the banks.

The rundown in the loan portfolio of banks has forced them to rely on issuing acceptances, but the Bank of England is asking for a better balance between loans and acceptances, and with the economy still slack there is little domestic loan demand for the banks to fill.

Officials at Montagu also note that the banks' access to sterling deposits provides lenders with a cheap source of financing and thus the real spread to the banks can be considerably more than the ¾ point margin over the interbank rate.

U.S. Seizure of Florida S&L Voided

New York Times Service

MIAMI — A judge has ruled that U.S. regulators acted improperly in seizing the Biscayne Federal Savings and Loan Association in April and must return it to stockholders. The judge called the order unprecedented.

The Federal Home Loan Bank Board, by conducting "negotiations wrapped in a shroud of deception," blocked the owners' attempts to rescue Biscayne, the U.S. District court judge, Eugene P. Spellman, said in his ruling Friday.

The bank board, which regulates savings and loan associations, was instructed to meet with the stockholders within 30 days to devise a plan for restoring Miami-based Biscayne to its former owners. Meanwhile, the bank board will continue to own and operate the institution, a situation that could go on during an appeal.

However, the judge said that his 125-page opinion was not a final judgment and that may prevent the

bank board from appealing the decision until the talks with shareholders are completed.

The final ruling is to be made only after the two sides present a plan of action for turning the bank back to its owners. If the regulators refuse to participate, the judge would include his own plan of action in a final ruling.

Judge Spellman said he would try to issue the final ruling at a hearing scheduled for Nov. 21. Martha Gravlee, a bank board spokesman, said Thursday night that there was "a strong likelihood" that the ruling would be appealed.

Biscayne, the sixth-largest savings and loan association in Florida, with assets of \$2 billion, became insolvent in July 1982, mostly because of heavy losses related to unfavorable interest rates. It had a negative net worth of \$29.6 million on April 6, the day that the bank board placed it in receivership. It reopened on April 7 as New Biscayne Federal, under government control.

If Biscayne is returned to its former owners, it would set a precedent, the judge said, "since the few courts that have dealt with this statute governing improper seizures over its 50-year history have never restored an insolvent institution to the association."

Following an emergency meeting of the three-member board Friday, Edwin J. Gray, the chairman of the board, issued the following statement: "New Biscayne will open its doors for business as usual on Monday morning and thereafter. All insured deposits are, and will continue to be, fully protected. The Federal Savings and Loan Insurance Corp. is prepared and is fully capable of meeting its obligations to the insured accounts of New Biscayne savers."

A bank board spokesman said, "the court ruled that the board had abused its discretion in appointing a receiver, and has ordered removal

of the receiver. However, the court has entered no final judgment, and has indicated that the status quo remains in effect pending further discussions and negotiations."

Richard T. Pratt, who was the chairman of the bank board when it decided to close Biscayne Federal, said: "I haven't seen the decision and would prefer to reserve my comments."

Mr. Pratt is now president of Merrill Lynch Mortgage Capital Inc. in New York.

Kaufman & Broad Inc., a Los Angeles-based housing and financial-services company that owned 25 percent of Biscayne, negotiated with the bank board from September 1981 to early April in an attempt to arrange a rescue.

Biscayne had proposed selling eight of its 34 branches to California Federal of Los Angeles for \$56 million to resolve its financial problems.

Kaufman & Broad argued that bank board staffers had decided in January to reject the sale but never told Kaufman & Broad and failed to provide rules on what type of rescue plan would be approved.

The bank board responded that only the three board members — not the staff — decide policy and therefore statements by staff members to Kaufman & Broad were not binding.

Judge Spellman ruled that board members in fact vested their staff with decision-making powers and therefore the board is accountable.

"An agency of the government which fails to establish rules, regulations or policies that govern the conduct of the board and its staff and which fails to enact guidelines and standards governing those whom it regulates should not be permitted to defend the propriety of its staff conduct by invoking legal formalisms that allow only the board to establish policy or that permit only the board's actions to be open to adjudication," Judge Spellman said.

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SFrnmBc		140	7%	7	7
SandChf		134	16%	12%	14
StMonBk	406	2.8	40%	21%	21
Sonias	05c	7	79%	7%	7
Sosco		189	3%	2%	3
Sosol	17c	4.7	187	4	4
Sosolm		140	20	9%	9

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Armenia	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100
Australia	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100
Austria	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100
Azerbaijan	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100
Bahamas	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100
Bahrain	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100
Bangladesh	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100
Barbados	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100
Belarus	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100
Belgium	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100
Belize	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100
Benin	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100
Bhutan	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62																																						

		100s	High	Low	Lost	C
LewisP	280	2.6	233	205%	10%	10%
LibbyH	250	1.3	228	15%	1%	15%
LibbyBc	1.30	1.6	67	34	35%	34
LibbyHs	1.80	5.2	341	19%	18%	19%
Leone			277	15	14%	15
LeCom			504	7	6%	6%
LibbyP	58	.9	10	30	28%	30
LibA	2.26	2.4	18	22%	21%	22
LibFin	1.60	6.3	28	25%	25%	25%
Lib1st	2.00	4.3	904	46	45%	46%

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ViewPrt	.98	2.1	45%	46%	47%	44% + 1
Zentec			1054	13%	12%	13% + 1

	100% HIGH LOW					
	N					
NHCity	7.00	4.3	5	16	16	16
NHClrLb	.84b	1.3	4	4%	4%	4%
NHCmBon	.56	3.7	12	15	15	15
NHCmJ	2.4d	5.7	15	42	42	42
NHCvI			56	5%	5%	5%
NHCvII			190	5%	5%	5%
NHcand			1	3%	3%	3%
NHarcis			164	2%	2%	2%

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